

Vol. XX - No. 3.

CHICAGO, DECEMBER, 1897.

TERMS { \$2 per year, in advance. Single copies, 20 cents.

CHARLES ANDERSON DANA.

BY HARRY P. TABER.

by any man, was certainly possessed by Charles A. Dana. Dana the man was distinctly different from Dana the editor, and whatever was done by the Mr. Hyde, the Doctor Jekyll seemed to sit back and watch as though from a vantage ground beyond the pale. The man enjoyed the editor's eccentricities and laughed at them. The editor was not influenced by the man, and

this curious duality was one of the characteristics which made Mr. Dana perhaps the most picturesque figure in newspaper life that has ever been seen.

And it is doubtless for this very reason that in all that has been written about him within the past month, there is such a strange diversity of opinion. He impressed different men differently—in fact, no two people seem to hold exactly the same opinion of the man's abilities and capabilities, but in it all there is this; he was individual; he was strikingly personal, and so thoroughly did he impress this personality upon the men who worked with him that the New York Sun—every line of it—has seemed to be the work of Mr. Dana himself.

Curiously contradictory in his methods, his aim was still true, and his sense of perspective values was so keen that he rarely erred. We may not have agreed with his estimate of men and measures, but it must still be admitted that from his point of view there could be no other picture presented than that which he gave to us. He seemed at times to look at life through distorted lenses, but the view was always complete and always amusing. He watched the life of men and of nations as one watches a play, and he commented upon it all — vindictively, sometimes, but always entertainingly, and we thanked him for that though we might yet be sensible of the fact that his view was distorted by a sense of personal rather than evident grievance.

All this has been particularly visible in his editorial treatment of Mr. Cleveland and of Mr. Low. Nor was

it editorially alone that they came in for castigation. The same spirit was carried into the local columns of the paper, and every possible chance was utilized for making the men and their movements ridiculous. If we did not agree with the views we admitted their artistic treatment. If the expressed ideas became too pertinent or too evidently truthful—if the truth became cutting, then we put the *Sun* away and some of us came to dislike the man who saw too clearly. That was why Mr. Dana came to be more genuinely loved and more cordially hated than any newspaper man the country has ever seen.

But it is not necessary to dwell upon this side of the man's character. All that is known. So is his history—his work during the war time when his clear sight and quickness of action in any amazement did many things toward the making of history, things, too, which have never been credited to him, but which he did, none the less, and which helped to make the country he loved the United States she is today.

We would speak here of another phase of his many-sided character. In all his life he fought always for the intimate working of hand and brain. He believed not at all in the machine-made, either in the editorial or mechanical departments of his great newspaper. He made his paper individual. It kept to its original traditions with something which came near being a money-losing pertinacity. He fought the introduction of the typesetting machine because he believed that the setting of type by hand carried with it something like the individuality which goes with a letter written by hand. He disliked the syndicate idea of making all Sunday papers look alike. He made his own different by making each separate story bear the stamp of personality.

He disliked the idea of advertising a man at the expense of the matter he produced. He thought that a story should be printed because within itself it carried sufficient weight to make it attract attention. He believed that if the story would not do this no addition of a name, however celebrated, could add one jota to

its interest or importance, He believed that a newspaper man should have no name outside his own office in the sense of the modern "signed article," but that a man's work should speak for itself. In a word, he found the work of a newspaper man a trade, and he raised it to a liberal profession.

Such a man was Charles A. Dana. Carrying within himself the indomitable spirit of the old heroes — something of the spirit of Sir Richard Greenville and Cloudesley Shovel — he was a born fighter. This paragraph

Copyright, 1895, by B. J. Falk, N. Y.

CHARLES ANDERSON DANA.

Late editor of the New York Sun.

Drawn by Jules M. Gaspard, of the Chicago Inter Ocean, especially for

THE INLAND PRINTER.

from Stevenson, though it was written about some other men, might well have been said about Charles A. Dana:

Almost every person, if you will believe himself, holds quite a different theory about life from the one upon which he is patently acting. And the fact is, fame may be a forethought and an afterthought, but it is too abstract an idea to move people greatly in moments of swift and momentous decision. It is from something more immediate, some determination of blood to the head, some trick of the fancy, that the breach is stormed or the bold word spoken. I am sure a fellow shooting an ugly weir in a canoe has exactly as much thought about fame as

most commanders going into battle; and yet the action, fall out how it will, is not one of those the muse delights to celebrate. Indeed, it is difficult to see why the fellow does a thing so nameless and yet so formidable to look at, unless on the theory that he likes it. I suspect that is why; and I suspect it is at least ten per cent of why Lord Beaconsfield and Mr. Gladstone have debated so much in the House of Commons, and why Burnaby rode to Khiva the other day, and why the admirals courted war like a mistress.

And that, it seems to me, is why Mr. Dana did the things he did. Sometimes they seemed inexplicable.

There surely was no thought of fame. It was just a trick of the fancy, a sudden turn of events, a determination of blood to the head—and back of it all a spirit that loved battle and the idea that he wanted to do what was done on the instant.

Because of this he made friends who loved him and enemies who hated him. So did Wellington and Nelson and Grant and Lincoln. So do the rest of us—only we don't do it so well.

Written for THE INLAND PRINTER.

ELECTROTYPING — MANAGEMENT OF BATHS.

NO. VII.- BY C. S. PARTRIDGE.

THE acid copper solution is not difficult to manage and may be kept for years in constant use by adding from time to time a little of one or the other of its constituents as may be needful to make good the loss occasioned by various causes. This loss is principally by evaporation, and by simply adding a few pints of distilled water the solution may generally be restored to nearly its original proportions.

Under ordinary conditions the copper withdrawn from the bath and deposited on the cathode is not fully replaced by the anodes, and it is necessary, therefore, to enrich the solution occasionally with a little sulphate of copper, which may be done by suspending just under the surface of the solution a few pounds of the crystals in a cheese-cloth bag. A reduction in the content of copper in the bath from this cause always produces a corresponding increase of free acid. Should the content of acid become excessive, it may be neutralized by the addition to the solution of a little carbonate of copper.

When the anodes are larger than the cathodes—or when, as may happen, a number of anodes are left in the bath, connected with the current, while molds are being prepared for the depositing process—the quantity of copper dissolved will exceed the quantity deposited, resulting in undue concentration of the solution. This condition will be indicated by a tardy formation of the deposit and the production of a shell of brittle and crystalline character. Moreover, a dense solution, unless continuously agitated, is apt to produce streaky deposits. An excess of copper is further indicated by

the formation of crystals of sulphate of copper on the sides of the vat and sometimes on the anodes. When such conditions appear, the obvious remedy is to dilute the solution with water. However, the addition of water to make good the loss caused by evaporation is usually sufficient to remedy any excess of copper without further dilution.

A quiescent solution always becomes more concentrated at the bottom than at the top of the vat. As a result of this condition the lower portion of the anode will be dissolved less freely than the upper on account of the increased resistance; but, on the other hand, the

evening, thus giving the bath thirty-six hours in which to settle; but, unless very dirty, it is advisable to stir it as often as every twenty-four hours. When a bath has become so dirty that it cannot be agitated without danger of injuring the work it should be filtered.

The temperature of the bath should be kept between 65 and 75 degrees Fahr. At 65 degrees the best quality of copper is produced; but the quality is not seriously impaired by raising the temperature ten degrees, while the rate of deposition is materially increased. Baths located in a room not heated at night may be provided with a coil of lead pipe through which steam

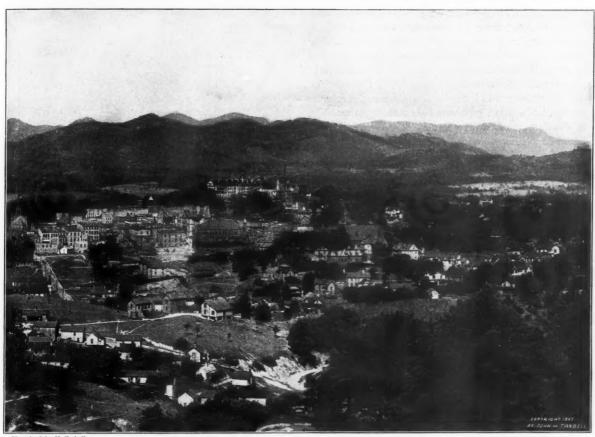


Photo by John H. Tarbell.

CITY OF ASHEVILLE, NORTH CAROLINA-"THE LAND OF THE SKY."

copper will be deposited more rapidly on the lower portion of the cathode where the largest quantity of metal is in solution. For the same reason that portion of the cathode which is suspended in the heavier strata of the bath is apt to become covered with nodules or excrescences which are more or less annoying and wasteful. This difficulty may be minimized by stirring the solution occasionally with a wooden paddle, which will temporarily equalize its density. The bath should not be stirred while in use, particularly if old and dirty, as the impurities which will have settled on the bottom of the vat would be likely to lodge on the work and cause holes in the shells. Some electrotypers are content to stir the solutions once a week, usually on Saturday

may be circulated and the temperature increased thereby as desired. Deposition always proceeds sluggishly on cold mornings, unless some provision for warming the solution is made. It is always desirable to keep the baths in a room separate from the molding and finishing departments in order to protect them as far as possible from dust and flying particles of metal. It is also a good plan to keep the vats covered when not in use.

The anodes should be daily removed from the solution and thoroughly cleaned from the slime which accumulates on them, and which has the effect of partially insulating them.

What has been said regarding the general care of the copper bath applies also to the nickel bath. An occasional addition of water to restore the loss occasioned by evaporation is imperative, as is also the addition of a few crystals of nickel salts from time to time if the bath becomes impoverished.

Brass and iron baths are more troublesome than either copper or nickel. The brass bath requires frequent building up, particularly if not in regular use. As brass contains a larger proportion of copper than zinc, the copper in the bath becomes first exhausted, and sufficient carbonate or cyanide of copper, according to the constitution of the bath, must be added to restore the proper proportions. Cyanide of potassium must also be supplied when the action of the bath becomes sluggish and no bubbles are observed on the cathodes. When, however, there is a vigorous evolution of gas it is an indication of an excess of cyanide, and a slow deposit under these circumstances would be remedied by the addition of the metallic salts. A deposit of light color would indicate a want of copper in the solution, and a dark color a lack of zinc. However, the color is not a reliable guide, as it may be caused by a variation in the density of current employed. A weak current would deposit more copper than zinc and would give its color to the deposit, while a strong current deposits both metals in their proper proportions. Constant watchfulness is required to keep the brass bath in good working condition.

The iron bath is even more troublesome than brass and less certain in the production of satisfactory deposits. Owing to its tendency to oxidize, the bath must be frequently filtered to insure uniform deposits. For the same reason it should be kept under cover when possible. The surface of anodes exposed should always be seven or eight times greater than the cathodes.

(To be continued.)

Written for THE INLAND PRINTER.

DRAWING FOR PRINTERS.*

NO. VIII.-BY ERNEST KNAUFFT,

Editor of the Art Student, and Director of the Chautauqua Society of Fine Arts.

In our illustration by Dagnan-Bouveret we find most interesting indications of how an artist works; and this head may serve as a connecting link between the chapter on outline and the one on shading. The hat is a beautiful piece of outline drawing, which, however, was not meant for an outline drawing. It is simply to serve as the placing of the hat, which would afterward be shaded as are the face and mustache. The eyes, nose and mustache were first outlined in this way, and you will recognize, I think, that this is the same kind of drawing as that of which we treated in our first chapters, though, of course, the hat is not all in one plane.

But before you can thoroughly appreciate the drawing of the face it is necessary that I should explain a little further the study of drawing as it is taught in the art schools. This I will do with the help of the Lœwe-

*Copyrighted, 1897, by Ernest Knaufft. All rights reserved.

Marchand cut. In this, we see the method pursued in almost all art schools the world over: a method based upon cast drawing. It is found from experience that students learn from a plaster cast, which is white, to see form more prominently than from natural objects; and it is found that the best results are got if the students are taught to see the big shadows of an object rather than the multitude of minor shadows which may be seen upon close scrutiny. So the student is told not to look for these minor shadows, but to half close his eyes, and stand a good distance away from the object, say three times its height, and look for the form that he sees when the object becomes to his half-closed eyes



Study of a Head, in Crayon or Pencil, by Dagnan-Bouveret.

Showing method of sketching the outline of a hat.

nothing more than a mass with a light and a dark side. You can imagine that after a person has learned to get the effect of a hand and a foot, as in the illustration last month, by merely noting the shape of the one big shadow, that it is not difficult for him to go farther and put in the minor shadows by opening his eyes and examining the object more closely; and that when he has learned to do this for several months, or perchance several years, in the antique class, and then for as long, or longer, in the life class, that he has become so sensitive

to seeing shadows that it is not difficult for him to discern them upon anything and everything. Now, that is the secret of the beautiful drawing of the mustache in the Dagnan-Bouveret drawing. The beginner draws the hairs of the mustache, and tries to get his effect in

Carm.

CHARCOAL DRAWING.
Portrait of M. X., by Lœwe-Marchand.

This drawing was doubtless made on a sheet of charcoal paper, possibly gray in color, and was then photographed for the direct process; and then, in order to indicate the gray paper, the photo-engraver tinted the zinc plate with a Ben Day film, which gives the stipple result. The cross lines in the corner indicate that after the artist made his study he wished to enlarge it upon a canvas preliminary to painting, which was done by covering the drawing with squares and adding a diagonal to the same. These squares and diagonals were repeated on a larger scale on the canvas and the drawing enlarged freehand by placing the different points of the original in the corresponding triangles on the canvas. This method of enlarging drawings has been used for five thousand years.

that way; but you cannot by drawing the pelt of a fox on a barn door get the effect of one with a real live body underneath it. The result in this drawing is due entirely to Dagnan-Bouveret's sensitiveness to light and shade. The lines, which the casual observer would take to be the hairs of the mustache, are really the shadows thrown by the groups of hairs as they part here and there. It is true that if he were etching this head or drawing it with a fine pen, he might in finishing it put in a few hairs, and even Albrecht Dürer would sometimes get a good effect by drawing the hairs of the mustache or the curls on a head. But in nearly all modern

work, the hair, mustache or beard is considered as a mass receiving light and shade, and is so treated, there being no great difference between the golden hair of a child and the white hair of an old woman.

In the beautiful study by Gaillard we see the shape of the skull under the woman's hair, and there is a very great difference between the part that is in shadow around her ears and the part that is light on the top of her head. This does not mean that the hair was gray on top, and black around the ears, but it means that the light struck the hair on top, while it did not strike it on the sides.

Now, if you can give yourself the time to study from the cast, or even from simple pasteboard boxes, so that your eye will become sensitive to these graduations from light to dark, you will soon realize that, while in your drawing for printing you may never in a hundred years' practice draw anything so delicate as the Gaillard, yet in your simplest drawings you may put in practice the theory upon which it is made. For example, if you are drawing an old woman's head, even if you only use four or five lines to represent her hair, you will not press upon your pen when you are doing her hair on the top, but



STUDY FOR THE PORTRAIT OF MME. R. By C. F. Gaillard.

you will press upon it when you come within the region of the ears; and that pressure, though it will not represent hairs, nor the actual value of the shadow, will yet give *the difference* between the light on the top of the head and the shadow behind the ears, and this will suggest to the educated eye the roundness of the cranium.

Now we reproduce the Watts drawing, and are very much pleased to contrast these two drawings. The one is almost as finished as it can be, the other slight; yet I want you to realize why I recommend this slight drawing to printers and tell you that it is artistic. It is so because in the very heavy lines that you see in the ear, beard and coat there is knowledge of modeling. The artist knew his business just as Gaillard did, and every time he put down a blotty line it was meant to represent the presence of a shadow. This face is from a photograph, hundreds of delicate tones have been left



An English newspaper cut—from *Tit-Bits*, artist unknown. An excellent example of newspaper work. Note that the skull-cap is not represented partly gray and partly black because the artist meant to indicate a cap that was one color in front and another in the back, but he meant to show the rounding of the cranium, just as Gaillard did in varying the tones in the hair of the old woman.

out; and the white hair of the beard is modeled with nothing but thin and heavy lines while the shadows of the photograph were delicate gray tints! A clever penman drawing from a photograph uses darks which the uneducated eye will take to be arbitrary blackening of the drawing, but which an artist knows is the result of intelligent observation.

Now, in the Gaillard drawing you see a very delicate line running diagonally from the wing of the nose almost to the corner of the lips. This is called the naso-labial line, and is found in every old face. I say again, that though you work for one hundred years as a printer you would probably never draw a delicate line like this. But if you should make studies in pencil and realize that this line is typical of old age, you would be able to put it in such a drawing as the Watts (the artist has used two lines to represent it), where, you will notice, it comes down about as far on the lower lip as in the Gaillard, and you would realize why it was left out in the Dagnan-Bouveret and Marchand drawings.

This chapter should be exceedingly interesting to you as indicating two things - one discouraging and the other encouraging. First, that when students of art have the opportunity to work so beautifully, as in the Bargue-Gérôme studies, and afterward from life, as in the Gaillard, they needs must see more than you do, and you must not expect to equal them if you, a busy printer, can only practice a few evenings a week. Therefore you should not attempt subtile renderings like the Gaillard, but should confine yourself to simple means. On the other hand, when I tell you that this is about all the study there is gone through with in an art school (I say about all, for besides blocking-in, students learn a good deal about values; this we shall treat of in a succeeding chapter) it should be interesting to you to realize that if you will simply train yourself to see light and shade by drawing a pasteboard box like the plinth in the foot studies given in September, and then afterward draw from life, so as to see that hair is darker in shaded portions than in light ones, and that in an old person the naso-labial line is marked and shows darker than the cheeks, you will, when copying a photograph for your paper, no matter how roughly you work, be able to indicate the shadows in the hair and the dark naso-labial line, as in the Watts portrait. This, I say, should encourage you, and it is the only way for you to learn to draw. (To be continued.)

Written for THE INLAND PRINTER.

THE PROPRIETOR BECOMES A TOURIST.

NO. VI.-BY ARTHUR K. TAYLOR.

THE first word heard from Isaac Longwood, the proprietor and founder of the office, was that his spirits and health had so far improved during his sojourn in the country, that splitting rails and other light occupations were not sufficient to entirely engross his attention, and his mind reverted to his former occupation and surroundings; so one day he wrote to me, saying that I might expect to see him back for a short visit at some early date. Such a message was not entirely unexpected, and I therefore set to work to make as good a showing as possible for the short time that I had been in charge.

The rival office in the town, with which I had had some dealings, published the only paper in the town—a weekly. Using some of the new type that had just been added to the plant, a four-inch double column advertisement was set up and taken over to the office of the weekly with an order for its insertion for two weeks. The mild sensation occasioned by its appearance was not confined to those who published the sheet. More than

one subscriber turned to the top of the editorial page to see if the management had changed hands.

Neat and attractive announcements were sent to all the business houses in the town, as well as to those in that part of the surrounding country which might prove available territory from which to draw custom. While the appearance of the announcement was decidedly up to date, it was not neglected to mention that the office was founded in 1843. Many folks who received the folders, and who were not very familiar with the town, not having lived there, marveled greatly that they had never heard of the office before; and while they felt sure that an office which had been running for such a long time must surely amount to something, yet with all that they couldn't just quite place it, and resolved the next time that they were in town that they would keep their eyes open for the establishment. The bronzed hand press never failed to attract the notice of such, and was a potent factor in eventually getting the people inside the office.

Another time, shortly after the announcements were sent out, I had a photograph taken of an old landmark familiar to everyone in town — a fine old tree with a seat encompassing its base, and an old colored character, almost as well known, asleep on the bench. From this photograph a good half-tone was made, with a very fine screen and with vignetted outline. This was printed on the first page of a four-page folder to fit a No. 5 baronial envelope, and on the third page of the folder was printed a request for the public to look into the merits of the office doing that kind of printing of which the folder was a sample, at the same time soliciting a share of their patronage. A special point was observed in getting up this folder, to have the text short and concise, and to allow for a good margin both around the type page and around the cut, with a marked absence of borders and gingerbread ornamentation, that the result might be chaste and simple. These folders were mailed in the same manner as the announcements, with the result that within the next few days many called at the office to ask for additional copies of the folder, in order to send to distant friends to whom the original of the picture was familiar. In this way many a prospective customer was made familiar with the location of the office, and had come in touch with its manager, and I need not say that no effort was spared to make a good impression, whether on the prospective customer or on the press.

A comprehensive line of samples of paper, card stock, ruled goods, programmes, folders, and in fact everything in the line of samples which a well-equipped office acquires, was secured from the dealers in such supplies, and as samples generally (with the exception of those of the printers' own work) are attractively put forth, the result was encouraging to those in search of something up to date. Those who had no ideas as to what they wanted before they saw the marvelous array of samples were so befogged after looking over them all that they were usually glad to pick out just about

what the genial attendant suggested, while those who had ideas as to what they wanted, in most instances saw what they most craved, and thereupon rejoiced and left their orders.

But be it remembered that before any small sample was so much as placed upon exhibition, it was priced in several different quantities for the work finished with the average amount of printed matter, so that every time a man pointed to a sample he was met by a ready response as to price, and the proprietor was not put to the painful necessity of first finding a lead pencil, and then after figuring half way around the margin of a newspaper become so confused that finally he guesses at it, and misses it with great regularity.

(To be continued.)



Photo by Steckel, Los Angeles, California.

I DO not want THE INLAND PRINTER stopped as long as I am in the printing business, and can get the money to pay for it. It is worth its weight in gold to any progressive printer.—

John Flagg & Co., San Bernardino, California.



"BABES IN THE WOODS."



[Entered at the Chicago Post Office as second-class matter.]

A. H. MCOUILKIN, EDITOR.

Published Monthly by

THE INLAND PRINTER COMPANY

212-214 MONROE STREET, CHICAGO, U. S. A.

HENRY O. SHEPARD, President.

C. F. WHITMARSH, Secretary.

A. W. RATHBUN, Treasurer.

ADDRESS ALL COMMUNICATIONS TO THE INLAND PRINTER COMPANY.

NEW YORK OFFICE: No. 150 Nassau street, corner of Spruce. GEORGE E. LINCOLN, Manager,

VOL. XX.

DECEMBER, 1897.

No. 3

THE INLAND PRINTER is issued promptly on the first of each month, and will spare no endeavor to furnish valuable news and information to those interested professionally or incidentally in printing, engraving, electrotyping, stereotyping, bookbinding, and in the paper and stationery trades. Persons connected with any of these lines will confer a favor by sending news from their section of the country pertaining to the above trades, particularly individual theories and experiences of practical value.

Subscribers and others having questions they desire answered by letter or through The Inland Printer should place such queries on separate sheets of paper, and not include them in business letters intended for the subscription department. If so written they can be sent with business letters, but it is better to forward them under separate cover, marking plainly on outside of envelope the name of department under which answer is expected. Read paragraph at the beginning of each department head for particulars. Letters asking reply by mail should be accompanied by stamp. The large amount of correspondence reaching this office makes compliance with these requests absolutely necessary.

SUBSCRIPTION RATES.

Two Dollars per annum in advance; one dollar for six months in advance; sample copies, twenty cents each.

sample copies, twenty cents each.

Subscriptions may be sent by express, draft, money order or registered letter. Do not send checks on local banks; send draft on New York or Chicago. Make all remittances free of exchange, and payable to The Inland Printer Company. Currency forwarded in unregistered letters will be at sender's risk. Postage stamps are not desirable, but if necessary to remit them, one-cent stamps are preferred.

Foreign Subscriptions.— To countries within the postal union, postage prepaid, three dollars and twenty cents, or thirteen shillings two pence, per annum, in advance. Make foreign money orders payable to Henry O. Shepard. No foreign postage stamps or postal notes accepted, and no attention will be paid to postal-card requests for free samples.

ADVERTISING RATES

Furnished on application. The value of THE INLAND PRINTER as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the twentieth of the month preceding. ceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

cause.

THE INLAND PRINTER may be obtained at retail, and sub-scriptions will be received by all newsdealers and type founders throughout the United States and Canada.

Patrons will confer a favor by sending us the names of responsible newsdealers who do not keep it on sale.

FOREIGN AGENTS.

M. P. McCov, 54 Farringdon Road, London, England.
ALEX. COWAN & SONS (Limited), General Agents, Melbourne, Sydney and
Adelaide, Australia, and Dunedin, New Zealand.
F. T. WIMBLE & Co., 87 Clarence street, Sydney, N. S. W.
G. HEBELER, Grimmaischer Steinweg 3, Leipsic, Germany.
A. W. Penrose & Co., 44 Rue Notre Dame des Champs, Paris, France.

A MERRY CHRISTMAS.

OMING before our readers so early in the holiday season THE INLAND PRINTER feels a little diffident in offering the usual Christmas greetings, as one who has arrived long before the festivities should begin. As we shall not again appear, however, until the time for good wishes will have passed, we must take this occasion to thank our readers for their cordial support and appreciation, our advertisers for their liberal patronage, which we have endeavored to make profitable to them, and the gentlemen who have so ably conducted the various departments of the paper. Last, and by no means the least, the editor offers his appreciative sympathy and very hearty thanks to the gentlemen of THE INLAND PRINTER composing rooms and proofroom, who have struggled manfully with the editorial manuscript, and whose taste and skill have done so much to make this journal so worthily representative of the art. With the most cordial acknowledgments to all, forehanded as we are in all things, may they be blessed with a Merry Christmas and a Happy New Year, and many more to follow.

DEPARTMENT ON ESTIMATING AND KINDRED TOPICS.

ELSEWHERE in this number of THE INLAND PRINTER will be found a department devoted to the consideration of estimates for printing, etc., and of criticism of methods of making them. The large number of letters which have been received from time to time from printers who desire information on these subjects has shown the managers of this journal that proper space devoted to estimating and similar topics would be well received by a large class of inquirers. The department now introduced, in accordance with this belief, is under the charge of Mr. Joseph J. Rafter, well known in the printing trades and a gentleman of many years' practical experience, and at present engaged in the active work of which he writes. Printers and others are invited to avail themselves freely of the advantages of this new department, which, we are assured, will be of as great importance and value as any feature of THE INLAND PRINTER.

PRINTING OFFICE INSURANCE.

XTRA-HAZARDOUS insurance rates are the vexation of the careful printer, who feels that he is being made to suffer for the carelessness or ignorance of others. The insurance people fix their rates on the average risk of fire, and the slight discrimination allowed for automatic fire apparatus only serves to aggravate the sense of injustice in the mind of the proprietor of a printing plant conducted on modern plans. It is the small, dark and dirty printing office, a relic of a past age, surviving amid the progress of the art, an hourly menace to health and a fire trap of the worst description, that does much to keep the rates of printing office insurance on the extra-hazardous list. There is, of course, much truth in the assertion that the inflammable

oils used for cleansing purposes in printing offices are a great risk, but a better understanding of the alkaloids will no doubt produce a cheap substance that will take the place of benzine, kerosene and other inflammable substances, and when the use of such non-inflammable cleansing solutions becomes established we may see a sensible reduction in the rates charged for insurance to the printing trade.

CHANGE OF MANAGEMENT IN NEW YORK OFFICE.

N November 1, 1897, the management of the New York office of The Inland Printer was placed in charge of Mr. George E. Lincoln, vice Mr. Edmund H. Morse resigned. In securing the services of Mr. Lincoln The Inland Printer has reason to congratulate itself as well as its patrons, an acquaintance of years having proved Mr. Lincoln's practical experience and administrative ability. In the severance of business connection with Mr. Morse the most amicable feelings are maintained toward that gentleman, whose ability and uniform courtesy has made his connection with THE INLAND PRINTER at once profitable to this journal and agreeable to those associated with him.

THE CAMPBELL COMPANY PRIZES.

BY the time the present issue of THE INLAND PRINTER is in the hands of readers, the third contest of the series of prizes offered by the Campbell Printing Press and Manufacturing Company for superior presswork will have closed. From its inception The INLAND PRINTER has strongly advocated all measures looking to the encouragement and fostering of craft pride in the printing trades. The generous offers of the Campbell Company are so much in accord with the best interests of the trade, and show also such indomitable enterprise, that their importance to pressmen as a stimulus to good work cannot be overestimated. The publicity given the successful competitors, as we have before pointed out, is more valuable even than the handsome prizes. Further, the value of the advertising extends itself to the employers of the successful competitors. The employers should not be satisfied with the mere gratification over their employes' success, but should, if alert to the value of the matter to them as employers of mechanics of such excellence, make the occasion one of publicity for their own advantage by advertising the success of the men in their employ as an evidence of their ability to give the public superior work.

UNIUST COMPETITION.

N employing printer writes to this journal from a town which it is not necessary to name, and asks the following questions: He says: "There is a movement among the employing job printers of this city to adopt a scale of prices on jobwork, not only commercial but all classes of work. In case of big jobs it would be necessary to figure together and bid alike. Do you think this plan is a good business policy, as it would tend to drive much business from the city? Do

you not believe competition to be the only true business policy? Again, do you not believe a large customer is entitled to lower prices than an occasional customer?" There is much food for reflection in these questions. THE INLAND PRINTER does not apprehend that any other than a comparative standard scale is practical. If the printers are disposed to be honest in their bids for work, the standard scale is a good check upon that class of customers who claim to have obtained better prices from one printer as against another, simply lying to beat the printer they desire to do the work. We judge that an organization among the printers is useful to scotch concerns which will do anything to hurt their rivals, even to the extent of losing heavily on work taken at half what other printers would do it for. It is an open secret that many of these houses on being advised by a would-be customer that so-and-so will do the work for, say, \$500, will say, "Well, we can take it for \$250." If the printers can combine against this sort of competition, we do not think there is any danger of driving the trade away, but they must reckon with their influence on the paper houses, type founders, press builders, and others who sell to printers. The secretive juggling with credits to the detriment of smaller houses is something in the line of unjust competition that associations of employing printers, if they work together honestly, can do much to remove. printer fears healthy competition, and it is true as it ever was that "competition is the life of trade." printing trade is not suffering from competition. term is a misnomer for the procedure. Assassination would describe it better. A large customer is certainly entitled to reasonable consideration as against the occasional customer, but neither the printer nor any other business man has a moral right to discriminate unjustly to the disadvantage of the small consumer. The INLAND PRINTER readers may have views at variance with the above, and if so we would be pleased to hear

CONCERNING CREDITS.

THE homely fable of the man who killed the goose that laid a golden egg every day in order that he might get them all at once, and by his greediness lost his treasure, is peculiarly applicable to the business men who supply the printing trades in the eagerness with which they are willing to grant extravagant credits to the large printing corporations - the cormorants of the trade. Some recent developments of the rapacity of the large printing houses, equipped on credit for enormous production, should convince paper dealers, press builders and others who sell to printers that they are slowly strangling the "golden goose." By their complaisance, they aid and abet the equipment of large plants in small towns whose councils subsidize, give grants, freedom from taxes and what not to the projectors. With this leverage, the octopus sends its tentacles far and wide, and in its greed gathers more cut-price trade than it can digest. When financially sick with its effort to do all the trade of the country, who comes to

its aid with extensions of time and other assistance but the men who have had their profits out of the legitimate trade. The flagrant wrong done to the printing business by those who should be its conservators and who have the power to be such, is evident, and should insure a reform. As a matter of self-interest alone, this creditmongering is surprising in men of business experience.

BIBLIOGRAPHY OF THE PRINTING AND ALLIED TRADES.

EXT-BOOKS on the printing and allied trades are I not, as a rule, kept in stock to any extent in the book stores in the smaller towns and cities, and hence THE INLAND PRINTER has for many years been made a bureau of inquiry by those desiring to purchase publications of which they knew but the title. A tentative effort was made some time ago to compile a list of the standard text-books and publish it either monthly or at certain intervals, adding thereto new text-books as they might appear. Owing, however, to the languid interest of publishers in the plan, and the pressure of other business, it was held in suspense, until now a systematic effort will be made to provide readers of THE INLAND PRINTER with a classified list of the modern books in the graphic arts, with prices. Attention is directed to the list published on another page in this issue. Readers will confer a favor by calling the attention of the editor to any desirable works that may be omitted from this bibliography.

APPRENTICES AND FUTURE PRINTERS.

N O small responsibility rests upon the employer who accepts the services of boys with the understanding that they shall be taught to be competent workmen. There is altogether too little attention on the part of employers to the care of the education of apprentices. It is not to be expected that boys will show a proper knowledge of what is best for their own interests, and the neglect of apprentices by employers is not only a moral wrong but is a positive injury and menace to the trade. The foreman of a large printing house in the East writes THE INLAND PRINTER as follows:

"The foreman of any department of a printing office should, by all rules of reason and expediency, be a practical man and a good workman. He should be one who, having started as an apprentice, has risen from the ranks by sheer force of character and ability. That other considerations than these sometimes weigh with those in authority in choosing a foreman is too often the case, but they are all mistakes—and likely to prove expensive ones—unless the man chosen possesses also the qualities of an expert workman, having the details of the business at his fingers' ends, and of a clear-headed executive, ready to grasp a situation quickly and act intelligently, with forethought and without undue hesitation.

"One sometimes hears it asserted that men of this stamp are becoming rare in the trade and that the standard of workmen is decidedly lower than it was a few years ago. Whether this be true or not, there certainly are a number of half-educated printers being turned out annually from our offices. Where shall we look for the root of this evil and where for the remedy? One very important factor in this result, if not the actual cause of the trouble, is to be found in the neglect of our boys. There is hardly another business in which the apprentices are allowed to "run wild" to the extent that they are in the printing trade. The youths are hired primarily as errand boys and largely kept running on messages. When they are in the office, however, the foremen are too busy to attend to them, except so far as to see that they are kept employed. They do not take the trouble to educate these boys or to show them any of the thousand and one details of the business, seeming to forget that these same youths will one day join the ranks of journeymen, and that we must eventually look to them to maintain the standard of the trade.

"What the apprentices do learn they pick up to a great extent themselves. If the youth be smart, he questions the workmen, investigates for himself, perhaps pies a case or two, and, in spite of neglect, becomes a good printer in time; but if stupid, lazy or indifferent, will drift along as best he may, doing what is required of him in a slovenly or slipshod manner, loafing when he gets the chance, and at best getting a very crude and insufficient knowledge of the trade, because no one has taken enough interest in him to awaken the dormant ambition and smartness of his composition. This laziness and indifference grows with years, and hence some of the printers (save the mark!) that we meet nowadays in our modern offices.

"Thus, it will be seen that many of our best foremen have become so in spite—rather than because—of the education they have received at the hands of their trade alma mater; and other men, who might with proper instruction in their youth have been made competent and good heads of departments, have degenerated through neglect into worse than poor printers.

"Of course, it must be granted that there are boys of whom it would be impossible to make printers, no matter how carefully taught, but these exceptions are rare, and the average apprentice, with a little care and attention, can be trained into a good workman. Nor does the writer mean to say that every apprentice is fitted to take charge of a department eventually; that requires special gifts. But what he does claim is that in many cases these talents are lost to the trade through neglect, the same as a member of the body will waste away if not exercised and developed.

"It, therefore, would seem good policy for employing printers to see to it that their heads of departments devote a little time to the cultivation and education of the youths under their supervision, either by watching over them, or by deputing some employe to spend a few moments occasionally in instructing them, when not too busy. This eventually would be found of incalculable value, for the result would be a higher grade of workmen in all branches of the printing trade."



By P. Wilbur Shoop,

MPLICITY - well-proportioned plainness, if you please - is at once the key to all beauty, both in nature and art. "Beauty unadorned is adorned the most," if it is an old saw, well expresses the mysterious power of art. It might well be changed to "Beauty unadorned

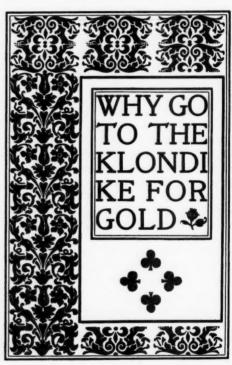
is adorned the most," if such an expression is allowable. Strength and virility always supersede overelaboration. All the borders and ornaments in an entire foundry, if not correctly handled, cannot produce an artistic effect. A few simple brass rules, if handled with dash and knowledge, are immeasurably superior to scrolls and filigrees in unknowing hands.

The apostles of the curve tell us that there is no beauty in a straight line; that nature always creates curves and abhors a straight line as she does a vacuum. Consequently the followers of that hypothesis fill their jobs with scrolls and twisted rules. The proper whiting-

Why Klondike For Gold

out of a job, together with correct balance, are the two essential points in a good example of composition, be it either a pen or a type design. All the type may be new, and the borders up to date, but if these features be not observed the result is sure to be mawkish.

A printer friend of mine was bewailing, the other day, the uncrossable chasm between the artistic pen creations of our designers and the type design. But really there is little difference in them, and each one copies from the other. The designer creates anew, each time he draws, the characters with which he works; the compositor has them already created for him and he



only readjusts them. The pen artist may have more latitude in his work, but if the compositor be an intelligent one, the artist may have to look well to his laurels, thanks to the type founder's skill. With the type and borders found now in every well-appointed office, designs can be readily constructed that rival any creation the pen artist may construct.

In accordance with that view, I have set up a few examples of designs for booklet covers, taking the subject matter from a booklet we recently printed. None of them are elaborate, and can easily be duplicated in any shop. None of them took more than forty-five minutes for their composition.

The title-heading to this article was set in 36-point Kelmscott, with its ornaments after the word "Decorative." The border is one of Barnhart's designs, and the rose ornaments are from the series of Inland Art ornaments. Designs of this class are easy of execution and possess unlimited possibilities. The initial design is made up of 48-point Extended Woodward, with Inland Art ornaments.

Design No. 1 is intended to imitate a book-cover. The matter is set in 18-point Racine, with Barnhart's Shamrock ornaments. The leaf ornaments in the body of the design are those accompanying 12-point Kelmscott. A 12-to-pica rule is placed around the inside panel, a 6-to-pica around the next, and a 3-to-pica around the outside.

No. 2 is an imitation of an old English title-page. The type is 24-point Kelmscott, with Kelmscott ornament following. The heavy massed ornaments are part of Barnhart's Combination No. 9.

No. 3 is a simple page. The type is 24-point St. John. No. 4 uses the same panel as No. 3. The ornaments to either side are 36-point Kelmscott. The massed border at top and bottom is one of

Why go

Klondike

for Gold

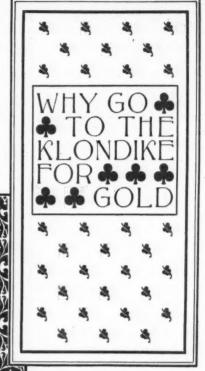
to the

Barnhart's. The chief factor in these two designs is plain brass rule.

No. 5 is set in 24-point St. John. The wreath is from the Garland ornaments. The massed ground is composed of ornaments from Barnhart's Combination No. 9. The tailpiece is made of Inland Art ornaments and the Inland's Bird border.

These designs are all practical and can be used with entire profit in shops possessing even a meager allowance of material. Countless similar ones can easily be devised.

All can be used to make happy color combinations. In the title, the roses, the ornaments



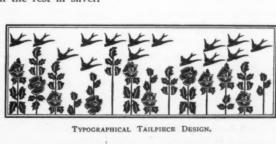
No. 1.

after the word "decorative," and the initials "D," "B," "C" may be run in some light color, preferably red or yellow, with the border, the remainder of the type and the leaves in blue or green. A very harmonious effect is thus obtained.

In the initial, the letter "S" and the leaves can be printed in green, while the

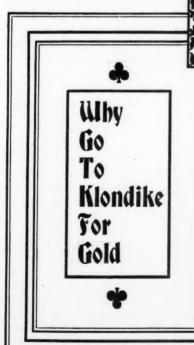
roses and the rules around the letter may be run in red.

A charming effect is possible in No. 1 by running the type, the 12-to-pica rule around type and the outside rule in yellow, with the rest in silver.



No. 2 may be printed to advantage with the outside rule, rule around type, and initials to words in green, and the remainder in a rich, deep, photo-brown.

Nos. 3 and 4 present a good opportunity for a harmonious color scheme by running the alternate rules in different colors,



No. 3.

and No. 5 can be made quite pretty by printing all rules in yellow, the massed part of page in brown, the wreath and type also in brown, with the flame over torch in wreath and initials to type in red.

In the tailpiece, print birds and flowers in yellow, with leaves and rule in green.

Wide latitude is presented in all of them for harmonious and delicate color combinations. Color should be used with the same virility and discretion as is exercised in the composition of the job. Always remember that in color, as well as in composition, simplicity is the key to beauty.

Written for THE INLAND PRINTER.

DISCRIMINATION IN THE USE OF WORDS.*

NO. III .- BY F. HORACE TEALL.

BOOK that says the criticised use of "advantage" A is indefensible quotes the sentence, "Free trade equalizes advantages, making the advantage of each the advantage of all." It is said that "benefit," "gain," or "profit" should be substituted for the second "advantage" in this sentence, "since it is as impossible for all men to hold a common advantage (i. e., to be all in advance one of the other) as it is for all the horses in the race to come in first." It is better to use one of the other words, if only for the sake of variation; but the condemnation is hasty, and misses a likely possibility of intention. If "all" really means all men or all nations, then the criticism is good; but it is at least possible for the sentence to mean all men of one nation only. The possible restricted application of "all" would make the first "advantage" more truly criticisable than the second. Each one could not have the advantage over every one of the others, while all of one nation as a whole might well have an advantage over other nations, and this might easily arise from an advantage held originally by only one person. Thus, the use of the word is not indefensible, though it is better to avoid it.

Few uses of words have been more generally discountenanced than that of the verb "aggravate" as applied to a person. One writer says this word so used is indefensible. Another says, "To say of a person that he is aggravated is as incorrect as to say that he is palliated." In Webster's Unabridged Dictionary we find the following: "This sense has been recently introduced, and, though not uncommon, is of questionable propriety." Worcester says: "Improperly used in this sense. . . . Probably no example can be cited from a book in which the writer did not intend to exhibit a merely colloquial, if not vulgar, use." Other dictionaries merely say that it is colloquial. The Century gives a corresponding definition of the Latin word from which "aggravate" is derived, thus evidencing such a use even before the English word existed, and Dr. J. A. H. Murray's large dictionary now in progress cites the word in personal application by authors in the seventeenth and eighteenth centuries.

Certainly this does not indicate recent introduction in the nineteenth century. In annotating a book that tells us, "Do not use 'aggravate' for 'irritate' or 'vex," the author of a recent book on synonyms says: "An admitted usage, though. Chafing aggravates a wound, and it is a very natural metaphor to say that moral chafing aggravates a person." It surely is not as incorrect to say that a person is aggravated as to say that he is palliated, for the latter expression would be pure nonsense, and the former is not.

One of the most evident substitutions of one word for another is so common, even among writers noted for accuracy of expression, that it seems little likely that the fault will ever be generally corrected. It consists in saying "since" instead of "ago." With a verb in the past tense, and referring back from the present to a former occurrence, the only correct adverb is "ago"; as, "It happened two years ago," "It was two years ago," "Two years ago I went." In reckoning from the past to the present "since" is the correct adverb; as, "It is two years since I went." This difference is plainly inherent in the etymology of the adverbs, yet it is ignored by those who should know and recognize such differences instinctively. We should make just as reasonable use of the words if we reversed the error, as in saying "It is two years ago I went." This shows its absurdity instantly, because every one knows that no one says it; the other error is just as absurd in the light of reason, though not in that of usage. It is mere reckless perversion of the use of words to make "ago" refer to anything but gone or past time, or to make "since" refer to anything but present time as later than some other time. The Standard Dictionary, under the head "Faulty Diction," justifies "since" instead of "ago" when the time noted is short, but not otherwise, but gives no reason for so doing. One thing is sure - that "since" is properly subject to criticism if used in the sense of ago, and no criticism is possible if "ago" is always used when it should be.

Objection is made to the idiom "all of" anything, and it is said not to be sanctioned by the best usage. One writer says, "The of is always a superfluity." Sometimes it is, sometimes not. Suppose a question, "How many of them did you see?" We may answer this well enough, "I saw them all," but we answer more directly to the form of the question, "I saw all of them," as we should have to use the of if all were not seen; as, "I saw two of them," or "I saw some of them." We cannot say "I saw them some," and "all" in such use plainly corresponds to "some," so that in this case it is really better to say "all of them." This, however, is an exception. Generally, "all of" is not good.

"Allay" and "alleviate" are nearly alike in meaning, but not properly interchangeable, though the words are often confused. Primarily to alleviate distress or suffering is to remove part of it, or make it actually less intense and easier to bear; to allay it is almost or quite to remove it, at least for the time being.

^{*}Copyright, 1897, by F. Horace Teall. All rights reserved.

Dictionary definitions do not sufficiently distinguish the two words; indeed, they all treat these and several other words as exact synonyms, though no two of them are really the same in meaning. The dictionaries, however, tell more clearly in their notes on synonyms how to choose the proper word for use, according to circumstances.

A word that is used much too frequently, instead of another that is simpler and better for common use, is "allege." Probably half of the newspaper sentences with "alleged" would better express the facts by substituting "said." "Allege" is better reserved for formal statement, as implying something to be proved, and "say" is quite strong enough for mere assertion.

To allude to anything is to refer to it incidentally, indirectly, or by suggestion. It is not proper to say that we "allude" to anything that is named, so that the reference is direct. Richard Grant White said that "Allude' is in danger of losing its peculiar signification, which is delicate and serviceable. . . . It means to indicate jocosely, to hint at playfully." This confines the word to its etymological significance, as it comes from a Latin verb meaning "play," which significance probably is now lost altogether, though its influence is felt in correct application. When a person or circumstance is actually named, it is "mentioned," "cited," or "referred to," not "alluded to."

Some writers say that the use of "almost" as an adjective is indefensible; but W. Dwight Whitney wrote "the almost universality," and even strict objectors to such use of "almost" say that the adjective "then," as in "the then President," is legitimate, though some do not allow it. One such word so used is as good as any other, though it is well to avoid all such expressions, and it is generally easy to do so.

When writers mean merely that something is expected, foreseen, or hoped for, surely it is better to say so than it is to use "anticipate" on every possible occasion. "I anticipated that," says one, meaning simply "I expected that"; and he does not express himself clearly. "Anticipate" should be reserved for occasions when there is some idea of similar action or occurrence preceding that spoken of, as when Poe said he should write a certain article if not anticipated, meaning if no one else wrote one before he did. No hard and fast line can be drawn between expecting and anticipating, so that one can always say that one word is right and the other wrong; but there are many plain cases where the long word is used instead of the other and better one. In Webster's Unabridged Dictionary we find it said that "'anticipate' is a convenient word to be interchanged with 'expect' in cases where the thought will allow." Writers must, of course, determine for themselves whether the thought will allow the interchange, but the primary significance of "anticipate" should have due recognition in determining. Thus, Goldsmith wrote the word in its best meaning in saying, "I was determined to anticipate their fury by first falling into a passion myself." Macaulay used it

with the same idea of prevention by preceding action, but with a difference of detail, in saying that "the revenues of the next year had been anticipated," by running into debt. The Century Dictionary gives "expect" as a definition of "anticipate," but shows that something other than mere expectation is intended, by beginning its definition, "to realize beforehand, to foretaste or foresee."

Crabb says: "We change a thing by putting another in its place; we alter a thing by making it other than it was before; we vary it by altering it in different manners and at different times." So we do; but this overlooks some facts that are essential. We also change a thing every time we alter it, and so far "alter" and "change" are exact synonyms. We change our clothes when we substitute others, and of course we should not say then that we alter them; but when we alter clothes we change their appearance. We may say correctly either that time has altered a person or that it has changed him. An example given in the Standard Dictionary, "I altered the vases on the mantel," is not right, and one should say he "changed" them when they are rearranged, which must be the meaning in the dictionary. Etymologically, "alter" is better than "change" for making actual difference in the thing itself, for the Latin word that is altered into "alter" means to make other, and "change" primarily means to substitute something else. The present differences are purely conventional, or because of usage, but the words clearly are not always interchangeable, nor has the difference been always clearly shown.

Many writers have insisted that the proper possessive form of "anybody else" is "anybody's else," but the New York Times was right in saying, "Public-school teachers are informed that 'anybody else's ' is correct.'' The phrase is idiomatically one substantive, though not written as a compound, and the possessive sign belongs at its end. Objection that "else" is not amenable to inflection is not as reasonable as it seems without close thought, because it is not that word alone that is in question, but the whole phrase. "Else" means other, and "anybody's else umbrella," for instance, is simply a clumsy substitute for "anybody's other umbrella," while "anybody else's umbrella" plainly connects "else" with the word with which it belongs in sense. Of course the same reasoning applies in the case of any similar pronominal phrase.

(To be continued.)

THE OLD GREEN STAMPS.

We are going to have the old green stamp again. The Secretary of the Treasury and the Postmaster-General, after consultation with the President, have decided to change the color of the 2-cent postage stamp from carmine to the shade now used on government notes. The Government, it is said, will save \$10,000 a year by printing the 2-cent stamps in green, as ink of that color is less costly than carmine. The public will be glad to see the familiar color once more. It will recall the time when it took 3 cents instead of two to send a letter.



"MY SWEETHEART."

Plate by
GRAND RAPIDS ENGRAVING COMPANY,
Grand Rapids, Mich.



While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore correspondents will please give names—not necessarily for publication, but as a guarantee of good faith. All letters of more than 1,000 words will be subject to revision.

GOOD ESTIMATING AND "THE OTHER FELLOW."

To the Editor: HARTFORD, CONN., October 20, 1897.

As a comment upon the article, "Competition for Printing in Chicago," I desire to offer a suggestion. It may serve some purpose to some of our leading large printers and also the smaller ones. It is painful to note what some printers say when "the other fellow gets the job." Without any thought or consideration the beaten one advances the idea that "he will lose money," often "he will have to close up," or "he can't pay his help," etc. If this printer would spend the time given to this talk to looking into the matter, laying out the job in other ways, it may be it would be found that "the other fellow" runs it in a way whereby he makes money, but perhaps not as much as he would if the customer would allow him to have his own way. The article referred to was a price given on 5,000 statements, 8 out folio, 51/2 by 81/2; 10,000, 16 out folio, 5½ by 4¼, and 1,000 5½ by 8½, but another form, or rather a change in form; printed in copy ink, ruled, and padded in 100's for \$17.50, the paper to be "Old Berkshire," 17 by 22, 24 pounds. Messrs. Fountain & Co. want \$25 for doing the work. The writer admits the "other fellow" is low, but he can do it and make a fair profit, and would go at it in this way: The job requires 58 quires of the paper mentioned, and for this work "seconds" will do. He buys for 15 cents and adds 15 per cent, which would be:

Paper.....\$12.00

Now it is ruled in full sheet, faint-lined and then "struck"; it is then cut in two and ready to print, four of the small ones and the two large ones—there's 2,500 impressions:

Presswork	 			3.0	00
Presswork (2 forms)	 ٠.			7	75
Composition	 				50
Plates (5 and use type)	 			7	15
Padding (7 sheets strawboard)	 				50
				e	_

SMALL	SMALL	,
SMALL	SMALL	
	100	
LARGE	LARGE	

It is the opinion of the writer that Messrs. Fountain & Co. took for granted that the work would come to them at a fat price and figured to run four on. It may have been one of their old-friend customers, one who would stay if price was higher—but here "the other fellow" steps in and gives a price; the difference is too great to let go without looking into

the matter; they ask for another estimate—it is between both; consequence, "the other fellow" gets the work, and there's fault found about the prices made on printing. Business conducted upon this principle is never satisfactory; there is always a feeling that you have not done your duty to the customer when you print one, when two is the best—for the customer and all concerned.

J. J. RAFTER.

A SUBSTITUTE FOR WOOD TYPE.

To the Editor:

New York, October 28, 1897.

The price of newspaper stereotype plate matter having been cut by a new concern to only 10 cents for a column of 20 inches. causes the query to be raised as to whether a substitute for wood type could not be made on this principle and sold at a profit at a much less price than the wood type. Suppose, for instance, that this plate-making concern were to gather a lot of wood type of 13 ems depth into one page and make casts from it. Their selling price for the page at present rates would be 60 cents, which certainly must cover the cost of production. Estimating 18 letters to the column, we should have 108 letters to the page, or a small fraction over half a cent apiece. The whole lot could be sawed apart for a few cents, thus producing large sizes of type for, say, about three-quarters of a cent apiece. These could be used in poster work by mounting on bases just as the newspapers use them, and by providing bases in regular graded sizes any size of type could be furnished on this principle; the printer, after selecting his line, simply setting up a line of bases to carry it. The plan seems practical, and is certainly simple, for at the price named the wood-type makers could hardly compete, for their cost of production must be much higher than that indicated here. C. C.

TYPOGRAPHICAL INCONSISTENCIES.

To the Editor: MONTPELIER, VT., October 29, 1897.

During my association with the printing business, which has covered a period of almost twelve years, I have noticed various and sundry eccentricities of typography, and principally among them have been those directly relating to type itself.

In my opinion, the type founder has marred the beauty of a line by the peculiar and disorderly construction of a single letter. Why the "hump" on the lower curl of the Jenson cap S should be so prominent, I cannot conceive, and when the Jenson italic appeared with a lower case w and y that looked as though they were "off their feet," it made me wonder where twentieth century typography was such an improvement over the times of Caxton, after all. I was somewhat gratified, however, when I found this defect remedied and a better cut of these letters substituted, as it hastened my desire to have the series added to the composing room.

In the instance, "Smith Bros.' Closing-Out Sale," which occurs frequently in a large office, the distance between the letter and the points detracts from the beauty of the display. Why not cast the apostrophe and the period on the same body, just to fit this case, and improve the appearance of the line?

Not wholly different from the above point is the apostrophe made with script type. In the singular possessive the apostrophe breaks the fine line which connects the letters, and in the plural it is 'way above and beyond the s, as though drifting through space. Could not the maker cast the point and the letter on one body, and give us a more pleasing effect? These are small matters, but to me they lessen the artistic appearance alarmingly.

In the Erratick series we are buying a good lot of metal that we don't need. If the manufacturer must put an 8-point shoulder on the 42-point size, I sincerely hope that some day he will divide the space, so that when a "quote" is used the inverted commas will not have to be spaced, in order to line with the letters.

I ordered some time ago a hundred pounds of metal furniture from one of the branches of the American Type Founders'

Company, and lined up twenty-five ems vertically and put beside it twenty-five ems horizontally, and it required a 1-point lead to make the form lift. I tried again at another branch, ordering the same quantity, and while I found it accurate enough, could not work it with the previous lot, as the variance in the sizes was too great for perfect justification. I began to believe that the point system had not altogether revolutionized typography.

While I cannot but realize that modern printing is far in advance of what it was half a decade ago, I still think that the type founders can do a great deal more toward bringing matters to a consistency than they are now doing.

E. P. YOUNG.

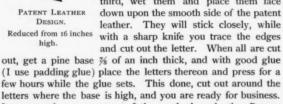
PATENT LEATHER CUTS, TYPE, ETC.

To the Editor:

SHEFFIELD, ILL., October 4, 1897.

It may be an old idea, it may be a new one; whatever it is I have never seen anything in THE INLAND PRINTER about patent leather cuts, type, etc. In the office that has a large display

> of wood type, cuts, etc., this process of making what one wants may not be needed, and to the person owning such a plant this article will not be of interest. But I believe it will interest a great many printers, and prove beneficial to all who may try their hand at it. To begin with, there has never been a type made of wood that can be any better to impart a true letter to the paper than one of patent leather. The surface is as smooth as a mirror, and when used with type it gives clear outline of figure. The expense one will readily see is small. In any town there is always some one to make the drawings of letters or cuts, and glad to do so if they know it will be put before the public, and especially if the publisher says he will mention it. First to be done is to draw the letters of the word in the kind of type you wish it; second, cut out the letters first drawn; third, wet them and place them face



programme. It was attractive, and cost about 1 cent outside of the work. This cut is the hardest one to make, and it requires one that has had some practice. Second, we have the frog man for a baseball poster. Anyone can cut out such a man with a jackknife. The leather in this fellow cost 25 cents. Third, we have a cut for a poster. The Chicago Unions played the Sheffield

I want to show you some of the work done in the Bureau County Times office the past year. First, we have a small cut of a "darkey" girl. This cut was used for a ladies' minstrel

PATENT LEATHER DESIGNS. Reduced from 12 inches high. Cadets here recently, and wishing to get a good attractive bill we sought our patent leather pile and set to work. The "devil" we have is an artist, Mr. Carl Swanson, and he soon had a cut

for us that I think will bear criticism. It took Mr. Swanson one hour to get up this cut, forty-five minutes in planning it, and fifteen minutes in cutting it out. Here is the bill for your consideration. Next let me call your attention to the heading of this bill, "Base Ball," also to the two small balls on the bill. These are also made of patent leather. I made the heading, having a copy from an old bill, and I want to say if I can do this work there isn't another printer living but can do it also, as I am a poor hand at such business. We wanted a heading different from any yet used, and we got it - cost 25 cents. I will next call your attention to some sale bill matter, "Horses," "Cattle," "Hogs." These all come into play this winter, and are what I term good material. Last, we have the word "furniture." I saw this in a Chi-



PATENT LEATHER DESIGN. Reduced from 14 inches high.

cago paper, and wishing it to use in an ad., cut it out, and now have the cut. Of course one can do better work with tools to work with, but this is all the work of a pocket knife. I believe many printers can add greatly to their handbills, posters, etc., by the use of patent leather. FRED G. BOYDEN.

MERGENTHALER PATENTS ON SLUGS OR LINOTYPES.

To the Editor: CLEVELAND, OHIO, October 12, 1897.

In the October issue of The Inland Printer there appears a communication from Mr. P. T. Dodge, president of the Mergenthaler Linotype Company, purporting to be an answer to my letter of July 18, 1897, in which I showed that the Mergenthaler patents for making a slug or linotype simply covered their process only, that the line as a "unit was not patentable," and its production by any other process is open to all.

Mr. Dodge does not refute the facts presented in my letter, but shifts the ground to "forms composed of slugs or linotypes," in an apparent endeavor to impress the trade that the Mergenthaler Company control this operation, even though they do not that of making linotypes; he cites a patent and quotes a claim from it in support of his statement, concluding his communication with the warning that his company will enforce its rights in the courts against anyone attempting to infringe their patents.

Now, I did not question this feature, nor the ability of the Mergenthaler Company to protect it, but inasmuch as Mr. Dodge has deemed it wise and prudent to introduce it, there is no harm in taking the matter up for the benefit of your readers.

This is the claim presented by Mr. Dodge: "A form for letterpress printing in page form, the same consisting of a series of independent bars, each bar having on its edge the characters

to print a number of words."

Mr. Dodge says "that the validity of these claims has been repeatedly recognized by some of the best lawyers in the land"; the value of this statement will be evident from a simple consideration of the facts in the case. Admitting for argument that a form for letterpress printing made wholly of linotypes or independent type bars had not been used by the trade prior to the application and issue of this patent, then it follows that the novelty of invention consists in a form to be printed

from, made up solely of linotypes, inasmuch as forms had been made up, part linotypes and part type, cuts, etc., previous to this; it also follows that if the claim be valid, infringement of it is evaded by the simple introduction into the form to be printed from of a line set with type, and it is equally clear that a form made up wholly of linotypes can have a stereotype or electrotype taken from it for letterpress printing, and the claim would not be infringed. After the repeated boasting of the Mergenthaler Company, it must be a matter of satisfaction to the trade to know from the president of the Mergenthaler Company upon what foundation that boasting has rested, and that it has dwindled down to the presentation of a claim of doubtful validity, and which the practice of the printing industry today renders inoperative.

T. C. BRINKLEY.

PROFITED BY THE SCHEME TO SAVE RULEWORK.

To the Editor:

RIVERSIDE, CAL., October 6, 1897.

Allow me to thank your admirable journal, and through it Mr. R. Rees, of Keokuk, Iowa, for the "Scheme to Save Rulework," published in the September issue. While I have frequently run jobs of that character through the press twice, it never entered my head to set the two forms and run them both at once, and I never run across a printer who did. The very week that I read the article in The INLAND PRINTER I had two

jobs of that character (samples inclosed), and the time saved



Photo by O'Keefe & Stockdorf, Leadville, Colo.

in composition was almost enough to pay a year's subscription. Bring out the old ideas and wrinkles. Some of them are so old that they are now new.

WILLIS HALLOCK.

[The samples submitted by Mr. Hallock are very well executed and exemplify the utility of the plan of Mr. Rees.—EDITOR INLAND PRINTER.]

TUDOR BLACK AND SOME SUGGESTIONS.

To the Editor: CLEVELAND, OHIO, September 12, 1897.

I note with satisfaction the suggestions of Orrville Espy in the August issue regarding improved characters in Tudor Black. The Keystone Type Foundry makes additional characters for cap H, I, M and N. Barnhart Brothers & Spindler cast a lower-case x that is an improvement, but does not harmonize with the rest of the font. It is of the same general design as the x in Sylvan Text or Schwabacher. I have an additional complaint to make in regard to most texts. While the proportion of lower case is much larger than in other fonts, the figures

and caps are proportioned to the relatively small cap fonts, with the result that one must either buy an additional and useless cap font or have sorts cast to order—and you know what the type founder charges for sorts to order. Barnhart Brothers & Spindler put up a larger proportion of figures than the cap schemes call for, with Tudor Black. But the Boston Foundry's 6-point font, 15 A, 50 a, has *four each* of the figures 2 to 9!

Another thing. Why does the Dickinson Foundry cling to the mediæval practice of casting borders and florets to sets which justify with nothing on earth? I have a border (12-point Florentine, No. 159) in which the larger character is about 18½ points, while the smaller is a trifle short of 11 points. By the grace of the type founder the corners are 12 points.

Again. Cannot De Vinne lining figures be improved? The 2, in most fonts, is absurdly disproportioned. Printers would be greatly benefited by one-pound fonts of figures, with \$ and period, for plain job letter carried in stock, and sold separately, the same as a cap font now is.

HORACE E. CARR.

HOW TRAMP PRINTERS ARE BEING MADE.

To the Editor: Buffalo, N. Y., September 25, 1897.

During this summer a number of young men passed through Buffalo who claimed to be operators. It is possible that the claim was good. They were well dressed, intelligent young fellows and carried union cards. They may have been twenty-one years old, but they did not look more than eighteen, and as a consequence of their boyish appearance foremen with whom they were not acquainted would not give them work except in cases of necessity; journeymen had no confidence in their ability and subbing did not come their way. They looked to be boys and did not get a chance to show whether they were competent or not.

As a result of some foreman's mistaken idea of kindness they were riding on freight trains from one town to another and panhandling for meals and lodging. They were in no danger of being sent down as vagrants because a union card is considered by the police as visible means of support. But they were going through a process which would develop the bum characteristics if anything would. The foreman who "gave them a show" at the machine before they knew anything about any other part of the business, except running a proof press, made a mistake. They should be looked after by the cruelty-to-children society. There is not the chance for a young man on the road now there was when even a fair-sized paper carried thirty case-holders.

W.

MORE APPROVAL OF THE PHOTO-ENGRAVERS' CONVENTION.

THE numerous letters published in The Inland Printer for November, giving the personal views of various photo-engravers on the recent convention at Buffalo, and the prospects and value of the association, are gratifying evidences of the vital interest of the members in the movement. The following letters, on the same lines, were received too late for publication in November:

William A. Stecher, of the Western Engraving Company, St. Louis, says: "I am more than satisfied with the results of the convention. Our experience in St. Louis taught us that if the engravers of the country could only be brought together and get acquainted, good results would follow."

Charles Heiss, general manager, the Central Electrotype & Engraving Company, Cleveland, Ohio, writes: "Among the things worthy of admiration at the convention were the earnest manner in which some of the delegates defended their opinions, and the graceful and vigorous execution of the fancy dances at Lewiston."

C. E. Bonner, General Engraving Company, Cleveland, Ohio: "It gives me great pleasure to say that our first annual

convention has proved a success in every respect; each individual engraver present has taken great interest in the work accomplished. I sincerely hope that all engravers not present will join us, so the good work may be carried on to its fullest extent."

E. N. Gray, Chicago Photo-Engraving Company: "That is the sole object of the engraver—to make a good impression, and to make plates that make a good impression. My impression is that the impression left by the impression-makers at Buffalo has been a good impression. We pledged ourselves to hold together as long as the great Niagara should flow. We hope never to be compelled to 'take water.' Long live the course."

A. C. Austin, manager, A. C. Austin Engraving Company, Albany, New York: "Lincoln once told of a little river steamboat, with a five-foot boiler and a ten-foot whistle, that every time the whistle was blown the engine would stop. The convention 'whistle' blew long and loud, and a lot of good fellows embarked on the little craft, but—how's the steam?"

JOHN SARTAIN, ENGRAVER, ARTIST AND AUTHOR.

N the occasion of the death of Mr. John Sartain, the eminent engraver on steel, publisher, artist, author and friend of literature, Mr. Ernest N. Bagg, the well-known special writer of Boston, an intimate friend of Mr. Sartain, writes to The Inland Printer as follows:

October 25, 1897, the day after celebrating his eighty-ninth birthday, there died in the Philadelphia School of Design, of



THE LATE JOHN SARTAIN.

which he was founder and vice-president, and of which his daughter Emily was principal, John Sartain, the native of London who introduced mezzo-tinting into this country, and who was honored by decorations from France, Italy, Holland, and other European powers, for his important and various services to art. He was a pupil in turn of Varley, Richter, Joshua Shaw, and De Franca. Engravings bearing his name are most valuable. Sartain's Magazine, which he published in 1848 and for four years following, contained many specimens of his best work. Sartain's and Campbell's Foreign Magazine, which latter he owned and issued previously, contained first publications in this country of "The Song of the Shirt," "The Bridge of Sighs," and other famous poems. He was the friend and benefactor of Edgar Allan Poe, accepting and publishing the originals of his "Bells" and "Annabel Lee." An 18-line "Bells" had been previously published, but the completed poem of 113 lines, as it now exists in its amplified form, was first bought, paid for and published by John Sartain. The writer,

who has keenly enjoyed an acquaintance with this venerable savant—who has walked and talked with him in the Virginia mountains—possesses a letter which contains an element of keenest interest to the printing craft, and which, so far as is known, has never before been published. This letter, dated Philadelphia in June, 1894, concludes as follows:

"I thank you for those verses. . . . I shall preserve them, for their own sake as also for yours. I reciprocate by some matter-of-fact manufacture of my own, on the inside page. "Sincerely and truly yours, JOHN SARTAIN."

On the next page are these verses, which I told him I should like to reproduce in The Inland Printer, and to which use of them he assented.

Printing.

Printing. "The last of every last / neserver",

The lever that uplift the world of mind,

Of human rights and every good conserver,

The sense of vision to the mental blind.

The flame of genius flashes from its paps, Illumes fame's temple with its dazzling ear, And marks the means for moulding future ages In education's universal sway. Phila. Ithus artain

ESTIMATING NOTES, QUERIES AND COMMENTS.

CONDUCTED BY JOSEPH J. RAFTER.

Under this head will be included such notes and advice on estimating as may be requested by subscribers, together with such comment and criticism of business methods that may be for the best interests of the printing trades. All letters for this department should be marked "Rafter" and addressed to 212 Monroe street, Chicago.

This department is to help printers who want to avail themselves of the opportunity. If you have lost a job, or gotten one, and you would like to see "how another printer could do it," ask THE INLAND PRINTER. We shall undertake not only the large or intricate contracts, but the smaller and more ordinary work, and in asking questions please be specific and give us all the conditions of the case, and your facilities. The estimate will be based upon the nature of the job, and, in some instances, a special effort will be called for upon those in charge of composing, pressroom or bindery to "get there." In other words, the price will be made as if the writer was at the head of a concern with ample facilities, unless requested to confine himself to certain existing circumstances; as, for instance, "What price for 10,000 pamphlets 51/2 by 81/2, etc., and we have only one cylinder press 20 by 25 inches, binding to be done outside, etc., delivery to be made in packages or cases or shipped by freight or express." While THE INLAND PRINTER would be very glad to answer questions of immediate importance by mail, the large number of such inquiries make this impossible. Letters of inquiry should be sent not later than the first week of each month.

The making of estimates upon scraps of paper and dropping them into drawers, or giving an approximate price on a job of printing, or hoping that your memory will serve you after the work is done, is never satisfactory. The scraps are lost, the "about" price is never satisfactory, and what you thought you could remember has gone from you. Well, there's only one way out of it—ask the customer what price you made him, and you certainly feel as if you are not worthy of the title of printer. What a deplorable condition of things in a printing

office! It is supposed that more than ordinary intelligence exists in printing offices. Printers are supposed to know every business; what the customer wants to say on his stationery or advertising matter, how it should be done and how it should be gotten to those whom he wants as customers; and still printers in the management of their own business are slack. Now, brace up - don't do it that way! Have set up at once an estimate blank. If you are too busy send it to your neighbor printer - it will pay you. Print it on an ordinary ¼ bill-head; have a place where you will make your estimates, buy a cheap file to keep them in, have examples of stock where quotations are handy, look them over often, make yourself familiar with new stocks and their price, ask the jobbers to send you samples, keep them on file so you can find them when you want to scan them. I have found a postal card, prepared as per blank herewith, to work very satisfactorily in obtaining up-to-date quotations from jobbers, and can recommend the plan to the ESTIMATE No. 1.—This customer wants 10 M. labels, such as used on bluing bottle, and wants them at once—there's no time to electrotype. "Union Bluing" in two lines, in 24-point square gothic (or something strong), balance one stick of brevier and three lines of address; 6-point border. Set up four and print four on—blue ink. If you have not the type for display lines and get beat by "the other fellow," he is not doing the work too cheap; his facilities enable him to set four and print that number. Label, 3 by 4½ inches:

	10,000
Composition and lock-up	 \$2,00
Paper, 24 by 38-40-pound M. F. white	 .75
Presswork	3.00
Cut-up and delivery	 .25
	\$6.00

Now, if you have to run it two on, you should add to your presswork \$2.00 and 75 cents less on composition; total, \$7.25.

It may pay you to electrotype this form after the job has been delivered; if he is a regular customer, do so, and advise him that the next order will be \$5, and in the other case \$6.25. In this way you gain the confidence of your customer and make as much money.

COST OF PRESSWORK.— Proofs of the leading article in the November INLAND PRINTER having been sent to several leading printers with a request for criticism or comment, the following have been received up to the time of closing the forms. Printers generally are requested to read Mr. Campsie's contribution and give their views for publication in this department.

Mr. Henry O. Shepard, president of The Henry O. Shepard Company, Chicago, writes: "I have read over Mr.

Campsie's article on the 'Cost of Presswork' very carefully. I prefer to leave specific criticism to others, but I like the tendency shown to give a little light on this subject, and hope to see it taken up on a broader scale. The bulk of the estimates, as they are put out nowadays by the printer, are not made on the basis of cost. A good proportion of them are not estimates, but guesswork prices. The bulk of the estimating is done by individuals who are not practical printers or personally interested in the profits of the plant, but only in the amount of business they can get in or control. There is not a day that passes in making estimates but I find our prices are beaten all the way from 10 to 50 per cent, and I am absolutely certain that if they are based on the same character of work throughout that the work could not be done a price less than 12½ per cent net from ours and be produced at cost."

An eminent printer in the East writes: "There must be some error in these figures, either in the premises or in the conclusion. Divide the cost of labor for a year, \$11,069.39 by 305 working days (allowing for 52 Sundays and 10 holidays or idle days) and the cost of labor will be \$2.59 per press for each day. Now, if the presses average 300 impressions a day (our calculation makes it only 291) the cost of labor assessed on production is really 86 cents per 1,000 impressions. This for labor only. If we add ink, \$2,500 and general expense, \$3,000, making a total of \$5,500, which is about one-half the cost of labor, the increased cost of work must be one-half more - say about 42 cents. The cost of labor, ink and general expenses is then (86 cents for labor and 42 cents for general expenses) \$1.28 per 1,000 impressions. But this is not the real cost. Presses are wearing out and decreasing in value every year. Assuming the fourteen presses and their appurtenances to have cost \$30,000, their depreciation will be between five and seven per cent every year. Take the lower rate of five per cent and the loss is \$1,500 a year, or about \$5 a day. Assess this on production

O'SHEARD CO'SHEARD		
	CHICAGO, ILL.,	189
CHICAGO		
PLEASE QUOTE US	PRICES AND TERMS ON THE FOLL	
PLEASE QUOTE US		
PLEASE QUOTE US		OWING:

trade generally. Your customer will notice the change, and you will know more about your business, and your mind will be on the work—not trying to remember what price was made upon every job going through. Estimate blanks have been published in The Inland Printer in the past, but to keep my suggestions with proper exhibits, the following is reproduced:

ESTIMATE BLANK FOR JOBWORK.

***************************************		189
For		

No. Wanted	Size	
Composition, inside		
cover		
Stock, inside		
cover		
Presswork, inside		
Binding.		•
DETAIL OF BINDING:		
Ruling		
Numbering		
Perforating		
Padding		
Folding 16-page forms,	\$	
8 44 44		
4 44 44		
Gathering pieces per	M,	•
Stitching, per M		
Covering		
Trimming, per M		
Electrotyping		

and it will be (36 cents a day for each press) about 12 cents for every 1,000 impressions. The real cost is 86+42+12 cents, or \$1.40 for 1,000 impressions. This provision for depreciation of material seems strange only to a printer who has no counting-house education. An investor of \$30,000 expects it to suffer no impairment by time. He wants it all back whether loaned for five or fifty years, and with interest, and without any personal care. Why should a printer expect less from his investment in machinery? Our conclusion is that Mr. Campsie's rate of 80 cents is too low. It should be \$1.40. He who assumes it to be less than \$1.40, and makes price on that basis, is slowly wasting his capital."

PROCESS ENGRAVING NOTES AND QUERIES.

CONDUCTED BY S. H. HORGAN.

In this department, queries addressed to The Inland Printer regarding process engraving will be recorded and answered, and the experiences and suggestions of engravers and printers are solicited hereto. It is believed that herein will be found a medium for the interchange of valuable hints and suggestions never before offered to those in interest.

STEREOTYPING CHALK PLATE ENGRAVINGS.—From Ervin's Art Gallery, Newcomerstown, Ohio, comes the following query: "Gentlemen,—I inclose a little card printed in two printings; also cards showing red and green separate. What I wish to ask about is this: you notice the red doesn't come up solid, so you will understand I made the two cuts on a 'chalk plate,' but could not get the red or last box to cast with a perfectly smooth ground. I had the box hot enough to melt the metal, and the metal hot enough to fire paper, but the metal appears to cast porous. What's the trouble?" Answer.- It is next to impossible to cast in stereotype metal a perfectly smooth surface two or three inches square, as required in your card, from a chalk plate. Old stereotypers will give this reason: That the steel plate against which the stereotype metal is poured will not allow the gases to escape. That if the surface was covered with paper, chalk, or any porous substance a smooth surfaced cast can be had. Slight porosity, as shown in the proofs before us, can often be overcome by burnishing the surface of the metal and large holes in the broad surfaces can be punched up from the back.

Business Competition in Photo-Engraving.- Mr. Max Levy answered so well a question that is often put in different forms that we reprint his remarks here. It was in his address before the First Annual Convention of the National Association of Photo-Engravers, on October 6, at Buffalo. He said: "You may ask, is it possible to profitably exert noncompetitive effort in the work of photo-engraving? Is there any way of making money in photo-engraving besides taking some one else's work away by doing it cheaper than he does it? The last question is, inferentially at least, a common one, but it only requires to be plainly stated to show its absurdity, and the wreck and ruin to which a negative answer must lead. The answer to the former question is not so manifest. I believe and know that it is possible in a large degree to profitably apply what I call non-competitive effort to the work in which you are engaged. I know of a number of photo-engraving concerns that are 'not in competition' because they do some particular kind of thing to which they specially (though not exclusively) devote themselves, better than some one else does it, and they command their price. I believe it lies in the nature of the photo-engraving business to become largely specialized, for each to devote himself to doing some particular kind of work, and doing that work so well as to command both respect and recompense, and those who achieve this will find in the conduct of their business a satisfactory recompense, and along with it a feeling of gratification at good work well done that is worth

COATING FOR METAL TRAYS.—"Nitric," Ottawa, Canada, wants to know of a durable coating for sheet-iron trays that will not affect chemical solutions. *Answer*.—I have myself

abandoned the use of metal trays, owing to the difficulty found in getting a protection that was durable. I employ now wooden trays entirely. Wilson's Photographic Magazine gives the following, which appears at least like a sensible treatment, and trust our correspondent will try it and let us know the result: "To make metal trays perfectly safe for photographic or chemical manipulation, they should be treated as follows: First, give the tray, inside and outside, a coating of best boiled oil, next a coating of asphalt varnish paint carefully and evenly applied, rather thick; and finally, after the lapse of a few weeks, if possible, a coating of graphite paint, containing neither benzine, turpentine nor 'dryers.'"

GLUE FOR THE ENAMEL SOLUTION .- G. K., Bombay, India, inquires if there is not some substitute for the fish glue, recommended in this column, for use in the copper enamel solution. A dry preparation would be preferred, one that would remain staple in their climate. Answer.- The reason animal glues have not been used in the enamel solution is due, most likely, to their containing some fatty matter which would prevent an even coating and the proper carbonizing of the enamel. Common wood joiners' glue can be substituted for fish glue, providing the fatty matter is removed from it. Cox's Sparkling Gelatin is a dry form of glue almost entirely free from fat, and found all over the world. Even it requires clarifying, however. To clarify a glue it should first be soaked in as much cold water as it will absorb. Then melt it over a gentle heat. When it is entirely liquid, stir in thoroughly I ounce of fresh egg albumen to 10 ounces of glue solution, put it in a covered vessel and the latter in another vessel of boiling water. Keep the water in the outer vessel boiling for an hour or more, when the albumen will be found coagulated in a white scum on top. Filter the solution while hot through a fine cloth. This will remove the coagulum and the fat. Test the solution with litmus paper, and if at all acid, neutralize with ammonia. When cool, this clarified glue should make a stiff jelly which must be melted again to mix with albumen in the enamel formula.

Books on the Three-Color Process.—C. J. O., Cambridge, Massachusetts, asks: "Will you kindly inform me through The Inland Printer the name of the latest and best book published on the three-color process, and by whom?" Answer.—The three-color process is like painting, it cannot be learned properly from books. The whole formulæ required might be published in a column of The Inland Printer. So could the names of the colors and material a painter uses, still a knowledge of the latter would not make one a painter. The writer spent one whole year studying, experimenting and making three-color process plates only to learn what a combination of expert workmen and capital it required to work the process successfully and profitably. He would advise C. J. O. and others not to waste time on the three-color process unless they are assured of possessing the above combination.

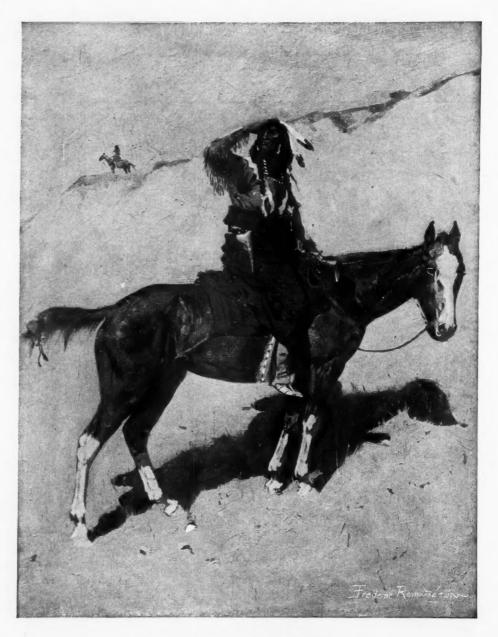
RE-ENGRAVED HALF-TONES.—Oscar Netschke, Milwaukee, Wisconsin.—"Would beg to inquire of your department: The stippled tint, such as seen in *Munsey's*; is all of this work done with single tool or is there some trick in connection? How is it that reëtching, as we do it in the East, is so little practiced here in the West?" *Answer.*—By stippled tint our correspondent refers to the engraved backgrounds on the half-tones in *Munsey's Magazine*. They are fine short white lines engraved very skillfully with a line graver, the whole treatment being worthy of study by engravers of half-tones. One reason why reëtching is not so necessary in the West is that coarser screens are used than in the East. It can be laid down as a principle that the coarser the screen the greater the contrast in the resulting half-tone.

ALUMINUM FOR PROCESS BLOCKS.—S. S., Los Angeles, California, writes: "A friend of mine writes me that the newest thing in process engraving in the East was aluminum for half-tone work. I read your department of process work every month, and ask why you have not mentioned this new use of



A VENETIAN CANAL.

From "Picturesque Bits of New York, and Other Studies," by Alfred Stieglitz. Published by R. H. Russell. Copyright, 1897, by Robert Howard Russell.



HOSTILES WATCHING THE COLUMN.

From "Drawings by Frederic Remington." Published by R. H. Russell. Copyright, 1897, by Robert Howard Russell.

aluminum?" Answer.—If S. S. will look back over his file of The Inland Printer he will find numerous references to aluminum as a substitute for lithographic stone, and this is likely what his Eastern friend refers to. Should his friend mean that they are etching half-tone blocks in relief on aluminum, then the writer must confess his ignorance of it. The difficulty has been to find an etching solution that will dissolve aluminum rapidly. Many mordants have been found that will corrode the polished surface of aluminum. Salt water, even, will do this, but no solution has thus far been discovered that will etch aluminum as nitric acid does zinc or chloride of iron copper, and until such a mordant is found aluminum will not be considered for process relief blocks.

PROTECTION FOR ZINC ETCHINGS.—Review and Herald Publishing Company, Battle Creek, Michigan, writes: "Gentlemen,-Some time ago an article appeared in The Inland PRINTER on the care of zinc etchings. We would be pleased if you would inform us in what number that article appeared. The writer mentioned something to put on them to keep from We are at present using vaseline." Answer .-Wax is the best protection known for all metal plates. A simple substitute for wax is paraffin. The zinc etchings should be cleaned thoroughly with lye water and a soft brush, then rinsed in clear water, dried perfectly and heated slightly before rubbing over them the lump of wax or paraffin. In practice I have no trouble from the oxidation of zinc etchings. The only protection they have is the ink left on them in printing, or if the ink is cleaned from them it is with benzine, there being enough ink left together with the benzine to protect them apparently perfectly.

Scale of Standard Colors.—Ink manufacturers and color printers will be interested to know that Mr. Louis Prang, the eminent lithographer, has undertaken to provide a definite scale of standard colors. According to the *Art Amateur*, this scale is to represent the primaries and secondaries—red, violet, blue, green, yellow and orange—and three intermediate hues between each two of these, making in all twenty-four distinct colors. Each of these is to be given in seven different tints, making 168 color notes in the "pure color series." This is to be further supplemented with six other scales of broken hues, so that the entire system will contain 1,176 color notes, representing every tint, shade and hue, from the brightest and palest to the deepest and dullest.

PROOFROOM NOTES AND QUERIES.

CONDUCTED BY F. HORACE TEALL.

It is the purpose in this department to allow for a full and satisfactory discussion of every matter pertaining to the proofroom and to proofreading. The contributions, suggestions, and queries of those specially interested are cordially invited hereto, and no effort will be spared to make the answers to queries authoritative and the department in general of permanent value.

A GOOD DISTINCTION OF FORM. - W. P. R., Medina, Ohio, writes: "One of our printers, in setting up a job, came across the words 'large tobacco firm.' He felt sure a hyphen should be used after the word 'tobacco,' so it would not be understood as a large-tobacco firm. To please him, I told him to put it in, but told him its absence showed that the tobacco firm was large, and not the tobacco. What do you do with such words as 'honey crop'? I compound it when it means the first stomach of the bee, but not when the word 'crop' means harvest." Answer.- Certainly, if any hyphening is done in the first words instanced, it must be that which is mentioned; but none is necessary, and probably few persons would ever think of it. Our correspondent seems to have given a hasty answer to the question, as in fact it is not strictly true that the separated words show that the firm is large, and not the tobacco. It would seem more accurate to say that no one (speaking generally) would misunderstand the separated words, because the natural conclusion is that the firm does a large business. On

the contrary, if the actual intention should be that the firm dealt in large tobacco, that fact would be fixed beyond question by making a compound adjective "large-tobacco." The distinction between "honey crop" and "honey-crop" is excellent. A principle is illustrated by it that would be worth a great deal to everybody, if only it could be established and widely understood and applied. It is difficult to state it clearly, although the two kinds of meaning seem to show a very plain difference, that might easily be less apparent in a sentence containing only one of them. We cannot say that "honey" is a true adjective in the separate use, but it comes much nearer to the true adjective force in one use than it does in the other. "Honey-crop" for the stomach, as "the crop (stomach) in which honey is stored," is simply one noun made by joining two nouns. "Honey-bag" is the word given in dictionaries for this. All the grammarians who ever wrote about this subject say that in our language two nouns so used together simply to name one thing become one word (meaning merely that they cease to be two words in such use). Of course there is much disagreement, and it does not seem probable that everybody will ever write all such terms alike; but it is absolutely certain that some compound words of such make are as fully established as if their elements were not usable separately, and it seems impossible to distinguish in any reasonable way between one such name and any other. In other words, if "honeybag" is a compound - and it is, no matter how many or what persons write it as two words - "mail-bag," "meal-bag," and every similar name of a bag is a compound; and if names of bags, then likewise every similar name of anything else is a compound.

Possessive Forms.-F. C. C., New York, sends us the following: "A large book is now in press (about 150 pages having been electrotyped). Throughout these pages the apostrophe and additional s were used in names ending with s, viz., Lewis's, Parsons's, Adams's, etc. Proofs are now returned with final s deled, which fact leads the Autocrat of the Composing-room (the Chairman) to arise and assert that 'while the practise may be correct, it is behind the times,' 'all good enough fifty years ago,' 'won't go in good offices nowadays,' 'never used in first-class work,' closing with the remark that he doesn't see why it is not used in griffins' [griffins's] heads (!), Orphans' [Orphans's] Home (!), calmly ignoring the fact that in the first instance a common noun, plural, is used, and in the latter a proper noun, same number. The reader contends that the apostrophe and additional s as marked are correct, and refers to the Harper publications, Scribner's, the Century, and the work of any good printing house. Who is right, or which is right (all questions of 'style' aside)?" Answer.—That Chairman evidently does not know the difference between singular and plural, or at least does not know the grammatical distinction of the forms, that has been just what it now is for more than fifty years. "Adams's," etc., are the right forms, beyond any possible reasonable objection; the only difficulty is that some people will not use the right forms, and have been so thoroughly drilled in the use of wrong forms that they insist that the wrong ones are right.

QUALIFICATIONS OF A PROOFREADER.—The Kansas City Journal recently published this about proofreading:

The following is a gently sarcastic list of qualifications of a proofreader, from the standpoint of an author:

First.—He must be wall-eyed, so as to enable him to detect at a glance a sentence so mixed up by the intelligent compositor that no one else in the world, not even its author, would be able to understand or recognize it.

Second.—He must be so unfamiliar with Shakespeare, French, Latin, or common proverbs as to be able, conscientiously, to change and ruin any quotation which may be made by the ignorant but well-meaning author.

Third.—He must be quick at punctuation, and be able to instantly detect the exact place where a comma may be inserted

so as to completely alter the sense of the sentence and make the author foam at the mouth and tear his hair next day.

Fourth.—He must be possessed of calmness, coolness, and precision, so that he may gently but firmly meet the excited expostulations of the author with that steadfast glare which alone can render him speechless and idiotic.

Fifth.—He must have grammar and the dictionary at his finger-ends, so that when he comes to a particularly choice sentence he may be able to make it ungrammatical at a stroke, or so change a word as to completely ruin the sense.

The foregoing was sent to a proofreader, who sent back the following clever revised list of qualifications of a proofreader, from the standpoint of the latter:

First.—He must have eyes of a quadruple X-ray penetration, so that he may detect at a glance the words omitted through the carelessness or mental aberration of the author.



"Sonny."

Second.—He must be familiar with all languages, living, dead, and in process of incubation, that he may be competent to decipher the one presented by the omnipotent but well-meaning author.

Third.—He must have a knowledge of natural science and entomology, so as to instantly detect the difference between the peregrinations of an intoxicated spider, that hath run athwart an ink-puddle, and the Russo-Esquimaux-Sanskrit of the luminous author.

Fourth.—He must be apt and resourceful, to the end that he may be able to understand the author's thoughts (seeing his written words are unintelligible), nay, verily, in the absence of such thoughts on the part of the author he must be able to divine what they would have been had they been "thunk."

Fifth.—He must be precise, yet subdued; ever alert, yet self-effacive. He shall receive no credit from the author for the errors he may rectify, but shall be everlastingly damned for those he shall not.

PUNCTUATION, ETC.—J. E. T., Chicago, writes: "Please tell me how to write the following: 'The question is, Does it pay?' Should the word 'does' be capitalized? I note that you use a hyphen in the word 'to-day.' Is it not considered better form now to omit the hyphen? What punctuation-mark should follow the word 'ingredients' in the following sentence: 'Mix thoroughly the ingredients then apply with a brush'?

Please punctuate the sentence, 'Do you know who cried Fire?'" Answer.— In your first sentence the question is properly capitalized. Some printers assert that it is better form to omit the hyphen mentioned, but those who use the hyphen far outnumber the ones who do not; all the dictionaries have "to-day." If the sentence with "ingredients" is complete, a comma is the proper point, though it would be hard to find a reasonable objection to a semicolon. The last sentence is properly written, "Do you know who cried, 'Fire'?"

MACHINE COMPOSITION NOTES AND QUERIES.

CONDUCTED BY GEORGE E. LINCOLN.

Under this head will be given, from month to month, practical information, notes and queries, relating to type composition by machinery. The latest inventions will be published, and the interests of manufacturers, printers and operators sedulously cultivated.

THE New York Herald, Journal and World have each over fifty linotype machines.

When the average operator-machinist provides himself with a file, discharge him at once or hide the machine.

["THE LINOTYPE RESTAURANT" is the latest use of this now common word. The restaurant is in Chicago.]

SIX McMillan machines have been in use for a number of years in the office of De Vinne & Co., giving fair results.

THE Mergenthaler Company has just completed cutting the Ronaldson Old Style series and a bourgeois German boldface.

DETROIT Typographical Union has a six-day law for operators, and a \$10 fine upon any chairman who neglects to report its violation.

"Space Band" is the appropriate nom de plume of a correspondent from a machine office who writes for the Chicago Enterationist

THE Curtis Publishing Company, of Philadelphia, publishers of the *Ladies' Home Journal*, will hereafter set that publication upon Thorne machines.

Tourist printers report that Wyoming has more typesetting machines in proportion to the number of newspapers than any place in the United States.

OPERATOR WILLIAM MAAS, of the Chicago *Inter Ocean*, is the latest copious lead melter, having set 60,000 ems of minion solid during one night's work.

OPERATORS and others upon linotypes will be pleased to learn that a device for destroying the glare upon the newly cast slug has been discovered.

The South Adelaide (Australia) Register, and also the Advertiser, of the same city, each installed six Mergenthaler machines during October last.

St. John Typographical Union, No. 85, has adopted a machine scale which demands 8 cents per thousand for day work and 10 cents for night work.

The New York *World* has recently increased its effective force by putting in five new linotypes, and five more are expected to follow in a short time.

THE first patent granted in England for a typesetting machine was to William Church, in 1822. The first in the United States was to Fred Rosenberg in 1840.

THE Empire Typesetting Machine Company is undergoing a reorganization which, it is claimed, will have a beneficial effect upon the business of that company.

THE Associated Typesetting Engineers, at their annual convention in Boston, resolved to coöperate with the printers and pressmen in their claim for a shorter workday.

It is rumored that a new typesetting machine is being constructed by a New York City inventor which will work like a typewriter, and upon which every known character in printing can be reproduced. The proof impression is made upon a

sheet of wax, and subsequently electrotyped. The claims of the inventor are rather startling to the uninitiated.

Many of the large metropolitan dailies have a typesetting machine in their pressrooms to facilitate issuing extras.

When the Melbourne (Australia) Age adopted the linotypes the proprietors pensioned seven of their old compositors, each to receive $\pounds 1$ a week for the remainder of his life.

Two months' trial should demonstrate whether a beginner will become a good operator, although speed has been increased even after two years of steady work.

It costs Typographical Union No. 6 over \$25,000 a year for the support of its out-of-work members. Much of this distress is attributed to the introduction of typesetting machines.

"Speed of typesetting machines" means, rather, the speed and endurance of the operators, as almost all of the different machines are more speedy than the most skillful operator.

PAUL SHEPERDSON, well known by printers everywhere, recently resigned his position as an operator on the Washington *Post*, and is now melting lead on the New York *Journal*.

The late fire in Washington, D. C., which destroyed the property of the Lanston Monotype Company, is greatly deplored by the many printers who are interested in this machine.

We hear of a few linotype operators, working upon morning newspapers, who are devoting their afternoons to the study of telegraphy, with the view of taking messages direct from the wires to the machine.

THE New York Sun has been experimenting for the past two years with the McMillan typesetting machines. These machines have now the automatic justifier, from which satisfactory results are soon to be expected.

The annual meeting of the Mergenthaler Linotype Company, held in October, shows their business to be in a very flourishing condition. During the year ending September 30, 1897, \$1,550,000 in dividends were paid.

The time was, and not so very long ago, either, when it was the printer's pride to "do up" a typesetting machine; now it is his pride to become an expert upon it. This makes a wonderful difference in the successful running of the machines.



"IT'S PAPA'S COAT." Photo by C. F. Whitmarsh.

Newspapers in Germany are putting in typesetting machines, as are some of the book offices. The Typesetting Syndicate, Limited, reports the following recent sales of Thorne typesetting machines in that Empire: The Zeitung Für Pommern, Colburg, three; Magdeburger Anzeiger, Magdeburg, one additional; C. Grumbach and Griebel & Sommerlatte, of Leipsic, two each; Rudolph Bechtold & Co., book printers, of Wiesbaden, two; Union Verlag, in Stuttgart, the

largest printing house in Germany, one additional, and Reidinger Druckerei, book and newspaper printer in Ratisbon, two additional. Much dissatisfaction among the compositors is reported in consequence.

The Publisher's Printing Company, of New York City, has removed its immense plant from 132 West Fourteenth street to 32-34 Lafayette place. Among its mass of machinery are included fifteen Thorne typesetting machines.

The Electrical Compositor, a new typesetting machine now being constructed in Cleveland, Ohio, is already causing quite a number of inquiries. A full description of the machine will be given to our readers as soon as we are privileged to do so.

The Belgium Typographic Society demands that only union men shall be employed upon typesetting machines, at a time scale of five hours a day for operators and hand compositors alike, at the rate of 5½ francs a day, amounting to about \$1.10 in our currency.

The Monotype Machine (British Patents) Syndicate, Limited, was registered on May 17, capital £30,000, in £1 shares, "to acquire, develop and turn to account patents for improvements in machines for making justified lines of type, and in particular British Patent No. 7,399 of 1896."

The Philadelphia *Times* is conceded to be the finest appearing newspaper, typographically, in the country which is set upon the linotype machines. The information that they have not purchased a full new font of matrices since adopting the machines, nearly three years ago, will cause many to ponder.

In keeping with the reputation of the machine a mammoth picture of the linotype, painted in colors, now decorates the entire side of a building in plain view of the thousands who daily cross the Brooklyn bridge. It is the advertisement of Cherouny & Co., who are running a plant of eight of these machines upon general work.

A FEW years ago a metropolitan daily discarded their entire plant of linotypes. The superintendent told us at the time that "they might do for some newspapers, but that they would never do for his." Within two years they reinstalled them, when the same gentleman remarked to us: "I tell you they are wonderful machines, ain't they?"

PATTERSON & WHITE, book printers, of Philadelphia, are doing an excellent class of work upon their linotype machines. A recent catalogue done for Bailey, Banks & Biddle, a leading jewelry firm, is as fine a specimen of printing as we have ever seen. The claim that this effect is due largely to the brand of book metal which they use, appears to be sustained.

Before the strike in St. Paul and Minneapolis the papers had asserted that the running of the linotypes was a very simple matter and that any typewriter could do it after a few days' experience. A brief trial convinced them to the contrary. Of all the typewriters who essayed the task, not one was retained. Something more than dexterity in the manipulation of the keyboard is required.

PREJUDICE enters so largely into discussions of typesetting machines, that much injustice is frequently done. A slighting remark made against a machine is repeated, and within a short time one hears of this machine or that machine being traduced and scoffed at by persons who have no knowledge whatever of its merits or demerits. The facts are, there is not a typesetting machine upon the market today but which has special advantages over its competitors; nor is there a machine upon the market today but has its shortcomings. To be sure, some have a larger number of advantages than others, but these special advantages are often what make the different machines valuable and even necessary in certain offices where the class of work is of such a nature as to make their adoption desirable, and where the use of the other machines would be of but small profit. Printers are prone to express unfavorable opinions of typesetting machines where their use has been unsuccessful, without going into the merits of the case, and they often accept

these failures as positive proof of the machine's worthlessness, when possibly it was no fault of the mechanism of the machine in the least, but rather the manner in which it was handled, or the class of work upon which it was employed.

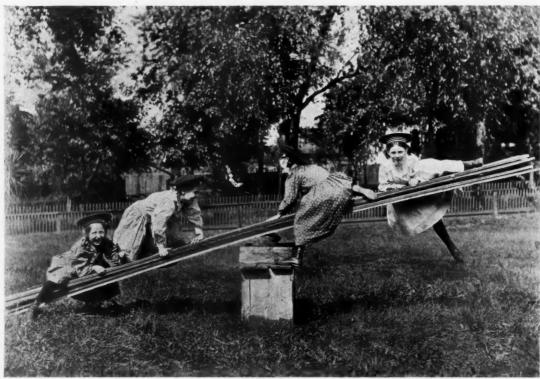
ALTHOUGH France is proverbially slow in adopting laborsaving machinery, especially of foreign make, nevertheless the Thorne machines are in use in the following offices and cities: Ferrier & Co., of Tonneius; *Le Briard*, of Provins; G. Perrit & Co., 14 Rue de Lancry, Paris; *Maritime du Nord*, of Dunkerque, and *La Populaire*, of Nantes.

Undoubtedly the promoters of the Burr, now the Empire, machine lost one of the greatest opportunities of the century for fame and fortune in not following up, perfecting and keeping that machine upon the market during the years between its advent and before any other machine was sufficiently perfected to be placed in the printing offices. Had they been in a financial condition to take the advantage that their priority would

the copy, the machines 600 pages, and they had theirs up as soon as we had ours." "How many compositors were there?" he was asked. "Thirty!" As a little figuring showed that this made each machine do as much as forty-five men, an awful silence fell upon the party, which was finally broken by one of them saying, in tone of deep feeling, "Well, either the operators or the compositors in your shop must be phenomenal!"

C"SLAUGHTERHOUSE" printing offices, a term given to machine offices which cut rates below a living profit, are not increasing in number, and are fast finding their legitimate trade. Their patrons are the cheap publishers who are indifferent to the appearance of their publications, and they are the same parties with which the respectable printer long ago quit doing business.

The winter residence of Otto Mergenthaler, the inventor of the linotype typesetting machine, at Deming, New Mexico, was totally destroyed by fire November 4. Mr. Mergenthaler



SEE SAW-"BE CAREFUL."

Photo by F. C. Morrow, Leavenworth, Kan.

have thus given them, it would have proven of untold value to all concerned. Quite a number of these machines, that were sold at that time, are still in daily operation.

During the excitement of the recent mayoralty campaign in New York, an operator on one of the dailies was guilty of ticking off the following specimen of "machine poetry" in every implication of the term:

I won't vote for Tracy—the George men and Low Are bucking against the machines, as we know; A machine man myself, for that reason I'll stick To the Tammany tiger and vote for Van Wyck!"

A PARTY of "disinherited" printers were holding an old-fashioned "square man's meeting" in Park Row, New York, recently, and of course the machine came up for consideration. One man said that in the office where he was working they had two linotypes. "And," said he, "the way them machines can rattle up 'law' is a holy terror. Why, we had a case of 800 pages come in the other day; we hand men took 200 pages of

lost all his personal property and many valuable papers, including the drawings for a new typesetting machine. The property was owned by Col. James A. Lockhart, of Colorado Springs, Colorado, and was valued at \$20,000. Mr. Mergenthaler was spending the winter at Deming, hoping to be benefited in health.

The Atlanta *Constitution* announces that a company has been formed to build a trial machine upon the oft-heard plan of Col. B. F. Sawyer. His idea is to make type impressions upon heavy matrix paper with steel type. As he intends depending upon the operator to read the proof and make all the corrections at the end of each line, we shall anxiously await the developments.

ANOTHER ELECTRIC TYPOGRAPH.—A St. Louis inventor, Joseph Joachim Reifgraber, is the originator of a machine by which he proposes to revolutionize the newspaper world and telephonic and telegraphic systems. The machine is said to be

in some respects like a typewriter, and the operator not only prints the characters, but simultaneously, after a line is completed, sets in motion a perforating mechanism within the instrument, which produces a perforation on every strip of paper for every key depressed. When the message is completed two copies have been made, one of which is as if it had been written with a typewriter and the other is perforated. The perforated copy is inserted in a small electrical transmitting instrument when it is desired to send the matter to any other place. At its destination an operator may take the copy thus received and place it in an auxiliary instrument attached to a linotype, thereby automatically operating the latter and setting the matter up. This, it will be observed, does away with the services of one operator. The principle is applicable to the telephonic and telegraphic systems, inasmuch as the typewritten matter will be taken down in the receiver or auxiliary instrument mentioned above. There will be no repeating, no misunderstanding, no questioning, and every conversation will

in thickness before being crimped. They are made of solder metal and can be used but once. When the space key is depressed two corrugated jaws shape the space ribbon, giving it a wavy appearance of more than double its former thickness; a knife then cuts it off to proper length and the spaces drop into the line, occupying nearly an em quad space each. This necessitates the line to be overset, and it is then automatically compressed to the exact length required. By this process the bent or curved spaces in some of the lines are quite straightened, while in wide-spaced lines they are but slightly straightened or compressed. This is the feature which caused much discussion, as the questions have been asked whether a solid page of the matter can be securely locked up; whether it can be electrotyped by the present process; whether the action of the rollers and the motion of the press would not pull out the less squeezed lines; whether the soft metal used in these spaces would not be so much affected by the heat in stereotyping as to jeopardize the subsequent handling of the matter. The



SEE SAW " ALL READY."

Photo by F. C. Morrow, Leavenworth, Kan

be on file. The inventor has refused to permit his machine to be examined, claiming that in so doing he is merely following the example of Edison and other great inventors. It will be some time yet before he will have a machine ready for exhibition. He has organized a stock company, capitalized at \$100,000 and incorporated. Very little of this amount has been paid in.—*Printer and Bookmaker*.

The Cox typesetting machine has been for the last two months upon exhibition and in operation in the New York World building, under the personal supervision of Mr. Paul F. Cox, its inventor. It is causing considerable discussion among those who have examined it, as its exceedingly simple method of securing automatic justification causes a number of questions to arise. The justification is accomplished by means of corrugated or crimped spaces. These spaces are cut from a long ribbon, wound upon a reel, and are the same width as is the body of type that is being set, and are about 3-em space

company's officers state that there is not one of these points that has not been thoroughly tested to a satisfactory solution. This being the case, then automatic justification for movable type has been secured by Mr. Cox in the simplest possible manner, and he is deserving of great credit. Throughout the entire machine are many ingenious devices and originality in mechanism. A descriptive catalogue of the machine can be obtained by applying to Messrs. Barnhart Brothers & Spindler, 183 to 187 Monroe street, Chicago. An article more fully describing the Cox typesetting machine, illustrated with halftones, will be found elsewhere in this issue.

DONALD MURRY, a newspaper man, of Sydney, New South Wales, has invented and patented a device by means of which an operator in New York, with a keyboard before him like that of an ordinary typewriter, not only can produce typewritten copy in New Orleans, but, it is claimed, can operate a typesetting machine there and deliver his matter there in lead, ready

for the forms. Not only that, but the same operator, by using a number of telegraph lines, can set up the same copy simultaneously in a dozen different places. In this operation only ordinary currents are used, such as are capable of being relayed, and are subject to all conditions of ordinary telegraphy. The work can be done with the same speed as an ordinary typewriter is operated, and dispenses with all clock-work mechanism, synchronously moving type wheels and other cumbrous devices. It is said to be capable of manipulating eighty characters.—*Press and Printer*.

THE Wicks typecasting and typesetting machine has made its appearance in England. It consists of two separate ma-The casting machine has a horizontal wheel with channels radiating from the center. In each channel is a rod with a matrix cut upon its outward end where an opening the size of the character it casts admits the molten metal to be ejected into and against the matrix, thus forming a type. As the wheel revolves, these openings pass in succession before the nozzle, through which a constant stream of molten metal is forced. As quickly as each mold passes the nozzle the matrixrod discharges the newly made type into the grooves of a traveling chain, which automatically deposits them all arranged for use either for the regular type cases or for the composing machine. Its capacity is claimed to be from 40,000 to 60,000 types per hour. The present composing machine is actuated by a keyboard, and requires an operator and a justifier, although they are experimenting with compressible spaces, similar to the Cox method. The key board is arranged in two rows, thus:

A~G~S~;`~b~vw~q~l~y~xf~kff~fifififfi:) -?~!~B~C~D~E~FHJKL~N~£~r~2~3~4~5~M.(spc.)s~t~pr~c~h~aieou~m~rg~dj~z~(Mqd.), I~T~O~P~Q~R~U~V~W~X~Y~Z~-6~7~8~9~o

This arrangement appears confusing, and no amount of study upon our part can locate any advantages to be derived by it. If in operating the keys combinations can simultaneously be played from left to right the *length* of the keyboard would nullify much that is thus gained. The merits and possibilities claimed for this machine are such as to lead us to believe that much disappointment is in store for its promoters.

PRESSROOM QUERIES AND ANSWERS.

CONDUCTED BY A PRESSMAN.

TO CORRESPONDENTS.—Letters for this department should be mailed direct to 212 Monroe street, Chicago. The names and addresses of correspondents must be given, not necessarily for publication, but merely to identify them if occasion should arise. No letters will be answered by mail which properly belong to this department.

TO PREVENT OFFSET.-G. F. D., of Ogdensburg, New York, wishes to know if there is any better method to prevent offset on web presses than the present use of an oiled sheet, changed very often. He writes: "We have a special web press for printing pamphlet work of long editions, which we use an oiled sheet on to prevent offset; but this has to be changed very frequently. Is there any other method for preventing offset, or that is an improvement over the one stated?" Answer. - The most efficient way to prevent offset on such web presses as print both sides at a time, is to have a traveling or an automatically movable "smut-sheet," and it is a mistake to invest in any kind of press (where large editions of good work are demanded) that is not thus equipped. There are web presses which are constructed with oil fountains and rollers that make a fair attempt to clean off the printing cylinders as the freshly inked side of the sheet of paper passes over them for the second or reverse printing. As these cylinders take off a large quantity of the ink from the first printing, they must be freed of as much as possible of this surplus ink before the printing is accomplished on the reverse side. To this end the oil fountain is specially an essential. Composition rollers, as well as rollers covered with felt, are employed to convey a sufficiency of oil to soften the offset and to clean this from the face of the tympan as the cylinders quickly revolve. Some

persons use a mixture of half petroleum and oil; while others use an ordinary clear oil, costing little. Mineral oil is mostly used, because it is cheap. We cannot suggest anything better than oil, or a mixture of oil and glycerin (with a small quantity of petroleum oil), for coating tympans with; but we will be thankful to any person who will give us his experience with anything better than what we have here spoken about.

FORMULA FOR WINTER ROLLERS FOR PERFECTING PRESS. P. Bros. & Co., of Sioux City, Iowa, write: "Will you kindly send us a formula for making composition rollers for winter use on perfecting presses?" Answer .- Cooper's strong, clear glue, 9 pounds; best New Orleans molasses (not watery syrup), 3 gallons; good glycerin, 2 pints, and about 2 ounces of venice turpentine. Steep the glue in rain water, if convenient, as it is best, and then drain it off after it has steeped about half an hour. When the water has evaporated from the glue, and it has become quite flexible, it is ready to be put into the melting kettle. The heat applied to melting the glue should be constant, but moderate, so as to allow the mass to melt thoroughly. Let this get to near the boiling point before adding the molasses. As the molasses will materially chill down the melted glue, patience will be required to stir up and effectively mix both together. Keep the heat pretty high until both the glue and molasses become thoroughly amalgamated; after which lower the temperature of heat and skim off, repeatedly, all impurities that may rise to the surface. The glue and molasses should be allowed to simmer for about three-quarters of an hour, when the glycerin may be added, and stirred into the mixture; after which pour in the venice turpentine, and incorporate the entire mass thoroughly by constant stirring for nearly ten minutes. After this has been done, the composition kettle should be removed from the heat and allowed to stand for about five minutes before pouring into the mold. Let the mold be quite warm, uniformly around, and pour the composition into the mold slowly and steadily. The roller should be allowed to harden in the mold before removal. If the climate is too cold for the efficiency of this formula, add to the quantity of molasses to soften the composition. The formula given is for a pressroom temperature of about 60 degrees.

WHERE AND HOW TO USE PRESSBOARDS ON CYLINDERS.— W. T. H., of Deerfield, Wisconsin, writes as follows: "In printing a book form with half-tones, shall I use the pressboard as a fly tympan, or fasten both ends secure? Would it not do as well to let the bottom fly loose? In making ready for halftones, shall I underlay or paper under the pressboard?" Answer.—The writer of these queries should purchase a copy of "Presswork" without delay, because in its pages he will find full instructions as to the manner of using the pressboard and building up tympans for any kind of printing. The pressboard should be placed next to the cylinder surface, and drawn tight by the addition of a muslin draw-sheet. Fly tympans are not workmanlike, and are liable to cause bad register, slur and smutty work. The make-ready of forms should be applied to tympans made of sheets of paper; you cannot apply underlays under the pressboard, because it is not the right place and because to attempt to do so would be decidedly impracticable-

TROUBLED BY SHEETS WRINKLING.—G. B., of Dayton, Ohio, says: "I have difficulty with large sheets of solid blocks wrinkling (as per inclosed sheet), sometimes on the sides and sometimes in the center. Have tried lowering guides to the cylinder, extending the feed-board with heavy cardboard to the point just missing the grippers. Strings around cylinder and depressing the ribs to the cylinder, all of no avail. Can you suggest a remedy?" Answer.—The sheet sent and printed in two colors is 28½ by 40 inches. The printing plates cover the entire surface of this sheet, except about three-eighths of an inch for gripper hold—not a bit of white margin on any of the other sides! The paper used is thin and hard, with a decided tendency to turn up at the corners and ends. This is a "poser'

for any pressman; however, we cannot do other than to give our opinion, and to say that no one remedy will apply in all cases, especially in this one. As we have said, the sample of stock in this job is hard, requiring considerable pressure to print. In making ready a form of this kind one is apt to put on too much tympan, and by so doing disarrange the nicety of having bed and cylinder to travel in unison. This can readily be determined by laying a straight edge on the tympan, which should be the same height as bearers on cylinder. When this is found to be the case, draw the cylinder down and take off some of the tympan. This often corrects wrinkling. Then, again, where plates or blocks are not brought up to uniform height to the roller surface, or where these are so badly mounted as to rock in the form, there will be wrinkling, because of the uneven depression of the tympan, and because the sheet of paper is dragged, if ever so little, from its position on the cylinder after the grippers and bands have given it its "set." Another cause for sheets wrinkling is because the gripper margin is not evenly set. We find this to be the case-that is, uneven gripper margin-for there is a difference in this case of over a nonpareil on the two extreme gripper ends of the sheet. It is very probable that the character of the paper used in this job of printing has had much to do with causing the wrinkling, as it appears to be dried up on the outsides so as to leave the inside larger than the outside. Wrinkles can be sometimes cured by wetting the draw-sheet and letting it shrink tighter to the cylinder. Another method is to place a smooth wrapper between the bands and cylinder to assist the sheet in conforming to the circumference of the tympan. In all cases grippers must be set so as to hold the sheet evenly all the way across, and the guide rests or tongues so adjusted as not to cause the sheet to "bulge" when taken hold of by the grippers.

Wants a Machine to Make Box-Shaped Paper Bags.—R. S., of Edinburgh, Scotland, writes: "Some time ago you inserted a query of mine in your valuable paper, from which business ensued. Perhaps you could inform me if there is a machine in the United States which can make box-shaped paper bags from the sheet—not from the web. By box-shaped I mean with four rigid sides." Answer.—At present writing we are not prepared to give the requisite information, although we believe such a machine is being used here. We shall be pleased to receive the address of the maker of a machine of this kind, with any particulars thereto pertaining.

ELECTRICITY BOTHERS HIM.—J. H., of Buffalo, New York, says: "I am beginning to experience trouble with electricity in our supercalendered paper. Is it time for this demon? What can I do to fool him?" *Answer*.—Yes; his time to appear draws nigh as summer days pass by. Look over the November number, under this department, for further information.

WANTS OPINION ON SAMPLES OF COATED PAPER.-J. F. M., of Reading, Pennsylvania, has sent us two samples of coated paper, marked 1 and 2, regarding which he says: "Will you give me your valued opinion about inclosed samples of coated paper; because I have trouble with it? The coating picks. I use a very nice ink, furnished by Okie, of Philadelphia, costing 40 cents a pound." Answer. - Sample No. 2 is better than No. 1, because the coating is firmer and should not pick as easily as the latter. There is not a wide difference between them in this respect, as both will pick on the form, unless a moderately soft ink is used in printing. Using Kelly's test of wetting the finger and thumb with saliva, and pressing the samples fairly hard between these, and then gently releasing the hold, we find that No. 1 leaves the largest quantity of the coating on the finger and thumb, which indicates that the ink will easily pull off the coating when printing. An inferior or somewhat decayed grade of glue has been used in the coating matter employed on No. 1; this you may discover by holding the sample close over the mouth and forcing out upon the paper your warm breath, and instantly bringing the part you have breathed upon to the nose, to smell. The odor of the glue, whether

good or bad, will be present. The samples sent us may both have been taken from the same shipment of paper, for they resemble each other as to quality and finish, but they can have entirely different merits of tenacity, by reason of the quality of glue used in the coating matter. Indeed, the same batch of melted glue may be all right on the day it was mixed up with the coating, and on the morrow may be thoroughly rotten, and, of course, have deteriorated very much in its "holding on" essentials. We do not consider the paper samples bad, for we have seen much worse; but we advise the use of a "shorter" ink, or a mixture with it of a little tarcolin, vaseline or lard to effect this purpose, when picking will likely stop.

SLURRED STREAK ACROSS A WEEKLY NEWSPAPER.-A copy of the Ohio Chronicle, published at Columbus, has been sent us, regarding which a writer says: "I send you a marked copy of our paper, in which is a marked streak of blurred printing on both sides of the sheet. This streak is not on all the sheets of our paper, but occurs on every fourth or fifth sheet in printing. We use a Campbell country press. The streak has occurred more frequently this fall, since we resumed publication. We think the tympan is quite well stretched; the bearers at that point seem to be in good condition, but we are at a loss to know what is the possible cause of the blurring." Answer.—As the blurring occurs at irregular intervals, we are inclined to believe that the form rollers are not true on the stock, and are set in such a way as to "bind" on the distributing rider and drag on the form at their largest point of diameter. It would be well to investigate the condition and "set" of the rollers, as these should be uniform in circumference and in "set" to distributer and form. The streak occurs about five, or a little more, inches from where the grippers take hold, showing that the strain on the sheet begins where the pressure of the uneven roller takes hold of the form when its largest surface comes in contact with the riding distributer. The contributing cause to this slurred streak lies in some fault with the form rollers; if this was not the case, then underlaying the wooden bearers at the point of blurring would relieve this trouble at once, provided the cylinder is hung true in the frames and properly held in place by the journal boxes.

COOPER & BUDD, of Peckham, London, referring to the difficulty some of our correspondents mention in cleaning bronze off satin, write that they use a soft hat brush for the purpose, and find that it answers the purpose admirably.

GOLD LEAF ON ENAMEL STOCK .- Mr. Joseph J. Rafter, of Hartford, Connecticut, contributes the following method of giving the effect of gold leaf on enamel stock: The effect of gold leaf on photo mounts can be gained by the use of white size and pale gold bronze. The process must be carefully executed, and requires a special plate. I have never made a success of if from an electrotype unless hot, and then not as good as from cold pressure and brass plate. We will say that the order is for 5,000 cards. The form should be put on at noon, we will say, that the printing and bronzing may be finished at night. The cards should remain spread out until the next morning, and run through again before dusting off, with slightly increased impression. The form should not be taken off or the guides disturbed, and the make-ready should be made by pasting a sheet of ledger or any hard paper on the platen, and in this way you will secure an absolute register. The rollers should be adjusted as carefully as if printing half-tone (vignetted) cut. The impression can be regulated at first from the back of form or with press board on platen. The Colt's Armory or Gally Universal are the best two machines to do this class of work. impression taken by these machines is direct, with no sliding motion. The brass plate (first of all), white size, and a light bronze, together with absolute register, secures success. With these conditions fulfilled it is an easy job, and with good management on the part of the pressman, no lost time. Brass plates are as cheap as wood engravings.

HERBERT R. JOHNSON, ARTIST.

PROBABLY the youngest man in the country in charge of the art department of a metropolitan newspaper is Herbert R. Johnson, of the *Kansas City Journal*, Kansas City, Missouri. Mr. Johnson is eighteen years old, and has had charge of the *Journal's* art department since January last.

HERBERT R. JOHNSON.

Previous to that time he was employed on the Denver Republican. Mr. Johnson has been drawing ever since he was big enough to hold a pencil, and whatever success he has achieved has been due almost entirely to his own unaided efforts, for the only instruction he has had was comprehended in a twenty weeks' course under a Lincoln, Nebraska, artist. Mr. Johnson's first commercial work was done for a Lincoln firm of advertisers before he was seventeen. His strongest work now is in sketches of Western life, to the study of which he devoted a year spent on a Nebraska ranch. Mr. Johnson hopes to put in a year

or two before long at some New York art school, after which he will settle down to work again as a magazine and newspaper illustrator. In addition to his newspaper work, Mr. Johnson has contributed drawings to *Up to Date, Cycling West, Kings and Queens of the Plains* and *The Great West.*

NEWSPAPER GOSSIP AND COMMENT.

CONDUCTED BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to The Inland Printer Office, 212 Monroe street, Chicago, marked "BYKBEE."

HUNTINGTON, Indiana, has a new Sunday morning paper—the Tribune.

THE third international congress of editors will be held at London, May, 1899.

The Middleburg (N. Y.) News has for its motto: "Keep to the right and keep moving."

A NEW sporting monthly, called *Outdoors*, has made its appearance in New York City.

An interesting and creditable "Industrial Edition" is issued by the Lafayette (Ind.) Journal.

JASPER (Ind.) Herald: Your ads. are well displayed. Thanks for the curiosity inclosed.

THE Hinsdale (Ill.) *Doings* is a neat little weekly, well filled with interesting news, attractively presented.

A BRIGHT and fully illustrated "Mining Number" was recently issued by the Los Angeles (Cal.) Times.

La Ilustracion del Pacifico for October, published at Guatemala, Central America, shows some fine half-tones.

PAUL DANA, son of Charles A. Dana, has been appointed editor of the New York Sun, to succeed his father.

THE Syracuse (N.Y.) Courier has been sold by the receiver to John Francis Nash, the present managing editor, for \$1,500.

THE Lee's Summit *Journal* celebrated its entrance upon its sixteenth year by publishing a "Souvenir Edition," embellished with over seventy cuts.

Some papers seem to consider it unnecessary to mention the State, either in heading or date line, from which they emanate. The Mayfield *Mirror* and the Los Angeles *Times* are two of

these. The former place, we learn from the "Entered as second-class matter" line, is located in Kentucky.

THE Sanilac County Republican, Sanilac Center, Michigan, is now comfortably situated in its own new building.

THE Ashland (Ohio) Press has added an extra column to each of its eight pages, and is now one of the largest weekly papers in Ohio.

W. R. Finch, editor and publisher of the *Republican and Leader*, La Crosse, Wisconsin, has been appointed minister to Paraguay and Uruguay.

Mr. W. F. Derflinger has been appointed editor of the New York *Industrial News*. This labor organ is set in both English and German type.

THE Catholic Universe, of Cleveland, Ohio, published an interesting and voluminous number commemorating the golden jubilee of the diocese of Cleveland.

A CHICAGO firm has furnished the New York *Herald* with a press with a capacity to print 96,000 copies of an 8-page paper in an hour, or 25,000 copies of a 24-page paper.

Mr. Warren C. Browne has accepted the management of the *American Craftsman*, of New York City, much to the gratification of that popular publication's many friends.

It is evidently not considered "unprofessional" for physicians to advertise in Des Moines, Iowa. The Saturday Review has a "Directory of Physicians and Surgeons" containing forty



A FRENCH CANADIAN FAMILY. Drawn by H. R. Johnson.

ads. From two to four nonpareil double-column lines are used for each, and the name, office and residence, office hours, and telephone numbers appear in separate columns.

Mr. James Sprague, the Ingersoll representative of the Sentinel-Review, Woodstock, Ontario, is doing some valuable work for that journal, covering a large territory in an excellent manner.

THE Hoosac Valley News, North Adams, Massachusetts, will hereafter be published by E. Byam alone, the former copartnership with Edward A. McMillin having been dissolved. Mr. McMillin, however, will still be connected with the paper,

so that his thirteen years of service with the journal will not be entirely discontinued. The *News* is a bright home paper and will doubtless maintain its standard as a first-class weekly.

To COMMEMORATE the occupancy of its new home in the Spahr building, an eight-story structure recently completed for its special use, the Ohio State *Journal*, of Columbus, published



A LETTER FROM HIS BOY.

Drawn by H. R. Johnson.

a thirty-six page edition, nicely illustrated in colors. The faces of nearly everyone connected with the paper, and many interesting glimpses of the various departments, were shown.

A VERY interesting little paper is "The News from the American Baptist Missions in Burmah and Assam," published at Rangoon, in far-away Burmah. In appearance it is quite American.

The Abingdon (Ill.) *Kodak* is a bright infant of three months. There are many creditable ads. More leads in the double heads and on either side of the dashes would be an improvement.

After a rapid succession of changes both in names and managements, the old New York *Daily Mercury* will hereafter be known as the *Telegraph*. Its illustrated Sunday edition is printed in colors.

THE Elyria (Ohio) *Republican* recently issued a "Lorain County Edition" as a supplement, containing an interesting and exhaustive description of the county, illustrated with many nicely printed half-tones.

THE Seattle (Wash.) *Post-Intelligencer* recently published a special Klondike edition with eight large pages packed full of information for the would-be goldseeker, all written in a particularly interesting style.

THE Rock Rapids (Iowa) *Review* is now owned by P. H. McCarthy, formerly proprietor of the Rock Valley *Register*, he having purchased it from G. L. Caswell, who a few weeks previously bought out Lon F. Chapin.

Monetary Times, Toronto, Canada: Your postal card "dun" is something quite out of the ordinary. With occasional variation of the introductory matter it ought to have the desired effect. Should be pleased to hear the result.

I HAVE received a copy of the "Educational Number" of the Tabor (Iowa) Beacon. This issue ranks among those nearest perfection typographically it has been my privilege to examine. Presswork and make-up are both commendable, and the ad. composition is above criticism. I venture the assertion that the work on the latter is the product of one

brain; not that there is a sameness in the construction beyond the fact that each shows marked originality. Nineteen large ads.—each a model.

When the gas engine that ran a newspaper press at Rugby, England, broke down not long since, the proprietors, nothing daunted, showed Yankee enterprise by borrowing a steam roller from the town authorities, and with this power they finished the edition.

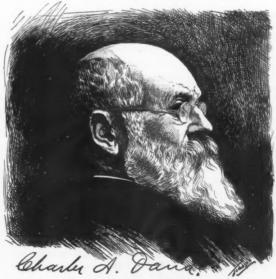
I AM in receipt of a copy of the proceedings of the thirty-first annual meeting of the Missouri Press Association, held at Meramec Highlands, last June. It is a very complete and nicely arranged pamphlet of seventy-four pages, containing many half-tone illustrations.

OWING to increased circulation, the Westerly (R. I.) Sun finds it necessary to enlarge its plant. A Cottrell rotary web perfecting press has been installed and is doing good service. The machine is capable of turning out 10,000 copies per hour, folded and pasted ready for delivery.

D. O. HAYNES, of the New York *Shipping and Commercial List*, will start a new financial daily in New York City about January 1. Wall street and financial news matter will be its distinctive features, and in this it will strive to divide honors with the old statistical *Journal of Commerce*.

SAUK CENTER (Minn.) Herald: The ads. of Jacobi Brothers & Mack are the best in your paper—few of the others are up to par. That of Dahlem's shows very bad taste. The matter underneath the cuts should have been set small, and the balance well displayed, as there was plenty of room. The "poem" set in the form of a duck is a novelty and is well constructed.

DAKOTA Republican, Vermillion, South Dakota: Your paper is well printed and has many attractive ads., notably those of R. E. Stinson, Grange & McVicker, Bridgman, and Dunlap Brothers & Company, in the issue of September 23. The smaller ads. all have one fault—the body set too large for the display. Take the Central Market, for example. "Central Market" and "Meats" should both be larger—the



Drawn by H. R. Johnson.

remainder much smaller. Beef, mutton, pork, veal, lamb, sausage do not need to be prominent—they are all "meats." It would be a good plan to bring out the fact that "Our sausages are all home manufactured." In the ad. above this—"The Ideal Restaurant"—select one line ("Try our special Sunday dinners," would do) and make it prominent, putting the others smaller to create contrast. Why not have one size

and style of type for your "sandwiched" readers? I notice Roman extended, Ionic, De Vinne, Title and Gothic, often two sizes of each. An extra lead either side the rules dividing your editorials would be an improvement.

The National Association of Manufacturers has started a semi-monthly paper entitled *American Trade*, published at Philadelphia. Its object is to promote the welfare of the industries of the United States and also to afford a means of communication between the 1,000 members of the association.

MARINE CITY (Mich.) Magnet: Your local items under the head of "Rakings" are good—ninety-two items of from two to eight lines each, and a few longer ones. Try and keep these all together, under one head, carefully grading them as you do, and they will make a better showing. Your short, crisp editorial paragraphs are of the right sort, but would be of



HER FIRST SOLO. Photo by C. F. Whitmarsh.

more benefit to you if a few local matters were commented upon each week. Grade these, also. In making up your plate story, if you are *obliged* to break in the middle of a chapter, do not fail to put "Continued" at the head; and trim small pieces of plate more carefully. Your ads. are good.

IF publishers send their papers to The Inland Printer, intending them for criticism, but fail to write either "Byxbee" or "For criticism" on paper or wrapper, they must not be disappointed if no mention is made. Hundreds of publications are received each month, but criticism is only made when requested.

An attempt was recently made on the life of Editor W. P. Moffet, of the Bismarck (N. D.) Settler, as a result of a fight against gambling and other immoralities. Five shots were fired from ambush, but none took effect. A few weeks previous his presses were broken up and a part of his outfit thrown into the Missouri river.

Were it not for the advertisements no paper could be produced for the humble penny. The advertiser, in fact, pays the printing and paper bill. The next time you exclaim that your paper is half full of advertisements and that you are not going to pay for them, remember that the advertiser might rightly reply that the paper is half full of news, and that he isn't going to pay for that.—*Tit Bits*.

In the February number of The Inland Printer I desire to devote some space to a discussion of rate cards. A number have been received, but not enough to form a basis for a helpful comparison. If your card has been found to meet all your desires, send it in and it may help out some other fellow without the slightest injury to yourself. If you have discovered faults in it, let me know what they are and I may be able to rectify them. It is hoped through this means to discover the

perfect card of rates, that can be easily adjusted to meet the demands of all sections of the country. Send in your cards, with such information as you think necessary, so as to reach me by Christmas. Address as directed at the head of this department.

THE Illinois State Historical Library desires to make a complete bibliographical list of the newspapers which appeared in that State prior to 1860. Information concerning such, and gifts of old books, old newspapers, and anything relating to early Illinois, will be gladly received by the vice-president of the Library, Mr. Edmund J. James, University of Chicago.

Several London papers have their own paper mills in Kent, from which their paper is sent up daily, ready damped for printing. The cost of the paper for the *Daily Chronicle* alone is about \$5,000 per week. The ink, which amounts to 2,500 pounds (supplied in large drums), costs \$250 per week. The wages of compositors figures \$1,750 per week, and that of machinists, stereotypers, etc., \$1,000 per week.

Monroe County News, Albia, Iowa: Make-up and ad. composition are both commendable. The ad. of Clark Brothers deserves special mention as the matter was hard to handle. The Ionic for the articles enumerated was just the thing — De Vinne, or any other heavy-faced letter, would have spoiled the whole effect. Take time to grade your items of correspondence—it adds fifty per cent to their appearance.

New London (Iowa) *Moon:* A well-printed paper, well filled with news. The ads. are original and attractive. They could be bettered by using a little less ornamentation and a few more cap lines. It is a poor plan to run paid readers among local items. Put them all together under a separate head, and you will enhance the appearance of your paper, please and gain subscribers, while your revenue will be undiminished.

The Southern Merchant, published at Baltimore, Maryland, is a new journal, devoted to "the material and commercial interests of Baltimore, and that large and prosperous region which looks to it as a jobbing and distributing center." The initial number's sixteen pages are filled with solid information concerning the condition of the various lines of trade and commerce that cannot fail to be of inestimable value to both wholesale and retail merchants.

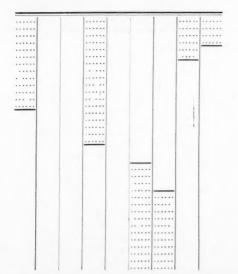
Oceanside (Cal.) *Blade:* There is little room for improvement in your paper, typographically, but more impression and better register should be had. You need more local news. There are twenty-two items in your first column, but fourteen are paid readers. These should have some distinguishing mark, if nothing more than an em dash. Do not try to deceive your readers. The best business policy is: News first; subscribers second; advertising third. If you start with number 1, the others will follow in natural sequence.

Noble County Democrat, Albion, Indiana: Your paper contains the most essential elements of a successful newspaper — plenty of local news and correspondence. In advertising composition, make-up and presswork it ranks high among the weekly newspapers of the country. I do not admire your display head on the first page—it is too crowded, and fewer lower-case lines should be used. The fourth could be improved by contracting the "County Correspondence" head to three columns, and putting "Noble County Democrat," etc., at the top of second column.

The best advertising medium in England is undoubtedly the London *Times*. This great daily, according to *Tit Bits*, has on the average 2,500 prepaid announcements every day from which it receives a revenue of \$5,000 a day. It charges \$1 for each thirty words. The *Daily Telegraph* and a number of other metropolitan sheets earn from \$1,500 to \$2,500 from the same class of advertising. The *Times* makes no concessions for quantity, and is therefore a shining example of the "flat rate" plan. A page in the *Daily Telegraph* or in the *Standard* costs about \$780 a day; in the *Daily Chronicle* \$700, and in

the Daily News \$550. For half a page the Westminster Gazette charges \$80, the Globe \$100, and the Star, Echo or Evening News, \$150. The Christian Herald sells space at \$7.50 an inch, Lloyd's \$7, the Daily Graphic \$4, and the Weekly Dispatch \$3. To insert a prospectus of one hundred lines in the twelve principal morning papers of London would cost \$320, and in the evening papers \$260.

FEW advertisers of the present day are content to have their ads, appear in obscure positions, with many columns of other ads. intervening between their own and the news matter to which the eyes of the newspaper reader are invariably directed. The days are past when newspapers were a novelty and everything in them was read simply because it was "printed," and something must be done to gratify the demand of advertisers for positions "top of column," "first following reading," "siding on reading," and many others equally difficult to supply under the form of the old eight and nine column folios. Even the seven-column page has its difficulties, and will undoubtedly be obliged to give way to one containing still less. The efforts of some of the long-established weeklies to maintain their appearance of forty or fifty years ago and still satisfy the advertising agencies is amusing and often ludicrous. A case of a little more than usual interest was noticed recently. A Long Island weekly, publishing a nine-column folio, has always been accustomed to put about seven columns of ads. on the fourth page. How to give four columns of these special positions next to reading is becoming more and more of a problem. A few weeks since the fourth page presented the appearance shown below, the leaders indicating reading. To make matters still more interesting, the reading matter was a story which was continued from point to point with nothing to indicate where to look for the next paragraph, and started at the top of the first column, in the middle of a sentence, under a line, "Continued from last week." A portion of the matter in the second and third columns was also reading, but was not a part of the story.



The page would have presented a much better appearance if the reading had been run in two columns down the center, with one or, if necessary, two columns of ads. between them. One hundred inches of "next to reading" advertising, with four "top of column, next reading" positions, would in this way have been secured. But this is very little worse than some of the New York dailies, with but six and seven columns to the page. To obviate this difficulty, the tendency is toward smaller pages, increasing the number. A weekly has just been started at Saltcoats, Assiniboia, Canada, with but three columns to the page, twelve pages and cover, wire-stitched and trimmed, and

the long-established papers are fast increasing their pages and decreasing their columns, and soon the nine-column folio will be relegated to a past age. It is only a question of a few years when the mammoth presses, with their output of tens of thousands of copies per hour, will be so constructed as to deliver their product wire-stitched and trimmed. *Expediatur dies!*

I HAVE received a copy of the "Boyd Co Democrat," with this date line, "Vl 3 Lynch Boyd County Neb Friday July 16." When the Buffalo Typothetæ contemplates constructing another programme, many valuable points could be obtained from this publication. Here is one of its ads.:

A NEW DEPARTURE

We now offer the Bovd County
ty Democrat in, which we propos
to give the Boyd Co. news, and
of the following weekly papers, to,
I year every person, for \$1.00.
\$1. will furnish you remember, with
the Boyd Co. Democrat and Silver
Knight of Washington, D C. or
the Wealth-Makers of Lincoln
Neb. or the Cincnnatti Times
where ot these papers are well
thorth the money.

The original was set in 18-point gothic, solid. The ad. display and presswork are much worse than this, the latter being absolutely "out of sight" in many places.

THE Maryville (Mo.) Tribune writes: "We are giving publicity to the statement that for circulation, news, editorials, make-up and typography the Tribune is without an equal among the United States country weeklies. We will accept your opinion and judgment as to the merits of any paper claiming our offer of \$5 for a better weekly than the Tribune." Messrs. McJimsey & Wray may be justly proud of their paper. It has a guaranteed circulation of 3,000; is filled with news, interestingly written; editorially sound; make-up novel, neat and practical; and ad. composition fully up to the highest standard. We do not know of a country weekly that can surpass it in all these points of excellence. Just one suggestion: Those 24-point Latin condensed heads would look better if set in caps.

A DAMPER TO GENIUS

A north Georgia farmer, who was possessed of some means, entered the office of his country paper and asked for the editor.

The farmer was accompanied by his son—a youth of seventeen years—and as soon as the editor, who was in his secret sanctum, was informed that his visitors were not bill collectors, he came forward and shook hands.

"I came ter git some information," explained the farmer.

"Certainly," said the editor, "and you came to the right place. Be seated."

The farmer sat on one end of the table, while his son sat on the floor.

"This boy o' mine," he said, "wants to go into the literary business, an' I thought you'd know of thar wuz any money in it or not. It's a good business—ain't it?"

"I've been in it myself for fifteen years, and you see where I've got to."

The farmer eyed him from head to foot, glanced around the poorly furnished office, surveyed the editor once more, then, turning to his son, who was still on the floor, said:

"Git up, John, an' go Itome, an' go back ter plowin'!"— Atlanta Constitution.

A GREAT HELP IN HIS BUSINESS.

I am receiving The Inland Printer through Messrs. Fotheringham & Popham of this city. I find the paper a great help to me in my business, and would not think of keeping shop without it.— Rolla L. Crain, Otlawa, Canada.



By courtesy "The Chicago Daily News."

THE LAY OF THE FOOZLED GOLFER

AND THE HATCHING OF A GHOST STORY.

T was a giggling golf girl's wraith
And a nifty golf man's spook;
And they held me up near Wheaton links
And grabbed me by each duke.

Their grasp was as a sister's kiss— So clammy, damp and cold. "Let go, you chunks of fog!" quoth I. Eftsoon they dropped their hold.

I turned about to leave the spot;
A caddy's ghost I found.
It stooped and breathed upon my feet
And froze them to the ground.

'Twas nigh the hour when owl cars crawl And my mind was filled with rue, For I saw the pallid moonbeams pierce The trio through and through.

The golfers' faces both were white; The caddy's face was clean; As strange, unearthly, weird a sight As ever was, I ween.

The frost of bleak October's gale
Was mingled with each form
And made me shiver till at length
The shivering made me warm.

Then up and spake the golfer's ghost:
"By gum you shall not go
Until you've listened while I tell
A tale of golf and woe.

"Three fortnights since yon lonesome links Rang with the gay guffaw Of many a blithe and bonny lass And husky lad and braw. "And I was there in rich array,
The pride of all the maids,
For in the hose that decked my limbs
Were three score festive shades.

"And then and there, 'midst all that throng,
I straightway up and swore
A dire, portentous oath that I
Would break the bogey score.

" Now by my Gooseneck Putter's heel I swore the deed to do, And those who heard my frightsome oath In terror from me flew.

" For be it known no golfer can
A vow more awful say;
But in those hose of gorgeous hues
Felt I my oats that day.

"Ere long the jocund sport began,
And I, still blown with pride,
Was paired in singles with this maid
Whose wraith stands at my side.

"In wondrous form I started out
And felt that I would win;
I was a bird, so all averred
Who watched my golf globe spin.

"With bulger, brassie, bap and cleek Right buxom swats I swate And ne'er a foozle foozed my game To halt me in my gait.

"But one more hole remained to do.

I had an easy stroke,
Which made, my oath would be made good;
The bogey score be broke.

" I swung my club on high prepared To soak the waiting sphere, When, lo! a horse-fly came along And sate upon my ear.

"The fly was fly, ah, very fly;
Its beak was sharp and long;
And with its wile did me beguile
So that my stroke went wrong.

" Alas that I must tell the tale:
Alas that you must hear;
But, with a groan, I struck a stone
And missed the waiting sphere.

"The stroke was lost, my vow was broke, Likewise my good golf stick; Nor was this all, for evils then Did follow fast and thick.

"The maid whose wraith is at my side
In my fell curse was linked,
For as I smote that fateful smite
Her left eyelid had blinked.

"And 'tis a grievous sin in golf
To move while strokes are played;
So all who saw the blink she blunk
With horror were dismayed.

"And direr still—yon caddy boy Beneath the dread curse fell, For when he said 'Your golf stick's broke! Pronounced golf with the 'L'

"Three frightful sins were on our heads;
Our golfing doom was sealed;
They stript us of our golfing hose
And drove us from the field.

- "And though as golfists we are now As stone dead as the Sphinx, Our foggy ghosts forevermore Must haunt the golfing links.
- "And though the cold north winds do blow, And golfing season's o'er, When midnight chimes we three start out To break the bogey score.
- "And o'er the drear, forlorn links, O'er bunker, green and whins, And through the long, gaunt, grassy grass Our phantom golf ball spins.
- "Oh, woe is ours since we poor wraiths
 On live men's links must poach
 And "He could say no more. A sob
 Had foozled his words' approach.
- A moment later midnight chimed, And with a mournful cry The ghastly trio turned and fled To the links which stood hard by.
- I watched them gobble, baff and sclaff, Until from pity's sluice My scalding tears did flow and melt My frozen shoe soles loose.
- Then I, too, fled and left the place— Yet as I ran could hear Remote from me across the lea The swatting of the sphere.

WILL G. JACKSON, in The Chicago Daily News.

FRED RICHARDSON-ARTIST.

N respect to newspaper illustrators, Chicago can boast the best talent. From time to time The Inland Printer has presented the work of prominent artists in black-andwhite who regularly contribute the pictured wit and description that lend piquancy to the daily press of Chicago. This month its readers are favored with three illustrations of the art of Fred Richardson, who now stands in the front rank of his profession and is rapidly achieving a national reputation. The reproductions have been made direct from his drawings, and, although greatly reduced, show all the excellencies of the originals, and present them to much better advantage than when shown in a daily. Such productions deserve to be preserved in this way, after the ephemeral use to which they are put in the daily sheet, and we regret we have not space to show more of his work in the refined cartoon line. Unfortunately, Mr. Richardson's modesty frustrates our efforts to print his personal history, but in the following, taken from a recent review of art and artists in the Brooklyn Eagle, is given a just and appreciative summary of the characteristics of his art. Speaking of the efforts of some artists to lift newspaper work above the mere making of illustrations - the putting of some real thought and art into their drawing - the writer says: "Conspicuous among these is Fred Richardson, of the Chicago News. No other city would have kept this artist in newspaper work so long, for Chicago is ahead of New York in the average of its papers, and in spite of the fun we make of the town it has more sense of decency in journalism. There are no equivalents in Chicago to the two low papers that claim such power and circulation across the river. Richardson is better than Aubrey Beardsley - whom he at first suggests by reason of his decorative ability - because all his work is manly. You never find in it indications of sickliness or immorality. He is a trained man with a pen and pencil; his work is thorough; he has a sense of the grace of line and of the dramatic possibilities of light and shade; he studies and sees, and he has a knack of compelling your attention, while he seldom deceives you in respect of the value of what he asks you to look at. His pictures occasionally have a poster quality in their force of black-and-white, and one imagines that he would do well with color. The kind of pictures that he is making belong to pure art. Even though they serve a temporary purpose and interest, they have enduring value, and if the News will sell these cuts on proof paper

it will oblige collectors who know a good thing. Richardson's work will appreciate in value as time goes on, especially if he restrains himself to the work he is now doing, and improves. As an illustrator he is unique, and nobody who is working for any other daily paper can be compared with him. A recent picture of his represents the schoolmaster as a spider, his web stored with dry books, and he about to pounce upon the unhappy boys and girls who are drawn within his reach. In contrast with this you see the boy in vacation time paddling in a boat with a pleasant landscape about him. Another device, possibly suggested by Vedder, is that of a number of hands reaching after winged bubbles of fame, that break in the catching, though one hand has found its bubble made of blood. The drawings of this artist show that art is just as possible a feature of daily journalism as editorials and specials may be, and unless newspapers go back one of these days to the simple business of telling the news, it may become one of the most engaging of their features in the future."

NOTES AND QUERIES ON ELECTROTYPING AND STEREOTYPING.

CONDUCTED BY C. S. PARTRIDGE.

Correspondence relating to this department is respectfully invited from electrotypers, stereotypers and others. Individual experiences in any way pertaining to the trade are solicited. Inquiries will receive prompt attention. Differences of opinion regarding answers given by the editor will receive respectful consideration.

COLD PROCESS STEREOTYPING .- M. D., Madison, Wisconsin, writes: "Will you please explain the latest thing in cold process for stereotyping or drying a matrix without steam, and state if there is any in use that is wholly satisfactory for large dailies?" Answer .- The fact that none of the large dailies employ the cold process would indicate that an entirely satisfactory method of cold stereotyping has yet to be invented. In this department will be found a description of a German process which is said to be satisfactory, but it has not been tested in this country. THE INLAND PRINTER is making an effort to obtain detailed information concerning this method and may have something further to say on the subject at a later date. The English method of drying molds in an oven is quite successfully employed by several papers in England, Ireland and Australia. The details of the process are fully described in the book on stereotyping sold by The Inland Printer Company. Announcements of cold process methods may also be found in the advertising columns of this paper.

ENGLISH PRICES FOR ELECTROTYPING.—Judging from the announcement of a prominent firm of London electrotypers, better prices are obtained for electrotypes in England than in the United States. The rates advertised are as follows: Electrotypes unmounted, 1½ cents per inch; electros mounted, 2 cents; extra thick shell, 2½ cents; half-tone and color plates, 3 cents; nickel facing for colorwork, 1 cent extra; small blocks, minimum, 12 cents.

DOUBLE-PAGE NEWSPAPER PLATES .- A novelty in newspaper stereotyping has been recently introduced in the West by the Chicago Tribune. To accommodate certain advertising patrons who desire more room for display than may be found on a single page of the Tribune, arrangements have been made to cast double-page plates in one piece. To effect this object, it has been necessary to add to the regular plant a complete outfit of stereotyping machinery of double the usual size. The additional equipment consists of a steam table, furnace, casting box, finishing block, tail cutter and shaving machine. When standing in a perpendicular position ready to receive the melted metal, the mouth of the casting box is about five feet from the floor, and it is obviously no child's play to lift to this height sufficient metal to cast two pages of the Tribune. The machinery for finishing the plates is all up to date in every respect. The tail cutter is provided with cutting tools at each end by means of which both ends of the plate are beveled at the same

time. The shaver is furnished with a device operated by pressure of the foot on a treadle which throws the plate out of the machine after it has been shaved. The platen of the steam table has two screws passing up through the yoke, each terminating in a gear wheel. Between the two gears is a pinion keyed to an upright shaft which is surmounted by a handwheel by means of which pressure is applied to the form. The gears are about eight times as large as the pinion, and an enormous pressure may, therefore, be applied with only a light pull on the handwheel. Over 500 single-page plates are required for the Sunday edition of the *Tribune*, and they are prepared by

in the field of rapid stereotyping methods is Mr. B. von Alvensleben, of Vienna, a practical man with a knowledge of the printer's needs in this line, who has produced a flong that is used in a perfectly dry state, and is therefore ready to take a cast from immediately it leaves the rolling press. There is really very little to explain about Mr. Alvensleben's process, the few manipulations required being as follows: The prepared flong, which is the inventor's secret, resembles a dry spongy sheet of paper pulp, with a prepared surface on one side; this surface is laid next the type form, which is then run through a roller press and subjected to pressure corresponding to its size



THE HARVEST - DRAWN BY FRED RICHARDSON.

By courtesy "The Chicago Daily News."

eleven stereotypers between the hours of 2 P.M. and 6 A.M. It is a long night, but the boys receive extra pay for all the time they are employed in excess of ten hours.

New Stereotyping Process.—Many have been the attempts made to shorten the process of stereotyping a form of type, and various inventive geniuses have from time to time brought forward methods for which they have claimed much more than could be obtained in actual practice. Flongs of varying composition manufactured under the veil of much secrecy have been put before the trade from time to time, and yet the old-fashioned papier-maché flong and the beating brush still hold the field in all but a few establishments. That the newspaper printer desires a quick and new method of stereotyping may be taken as a fact, and anything that will aid him in getting his forms cast speedily will be eagerly accepted, always supposing it to stand the practical test of everyday work, and to be free from any manipulations that are new to the men who are working in the foundries. The latest comer

and character. When it leaves the rolling press the mold is ready for casting, and may be placed in the casting box, when the inventor claims that from eight to ten good casts can be had from it. The molds can be used for every class of stereotyping, and are specially prepared to suit the requirements of rotary machines. Mr. Alvensleben has sent us a specimen mold made from his flong, and it is equal in appearance and depth to anything produced by the ordinary process. The flong is patented in the various European countries, and, if the inventor's claims be justified, seems a distinct advance on the present method.— British and Colonial Stationer and Printer.

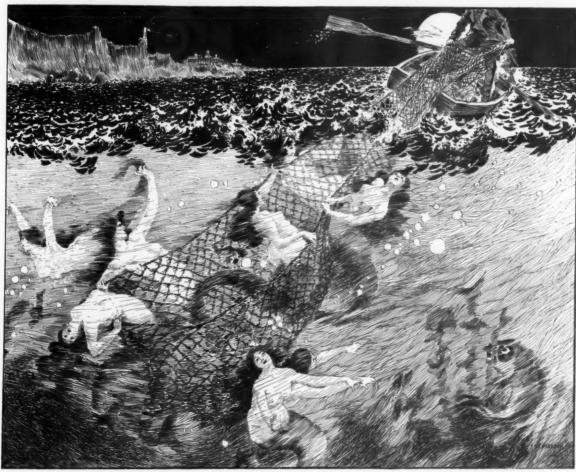
ENGLISH NOMENCLATURE OF ELECTROTYPING.—Some of the terms used in the English foundries would be hardly recognized by American workmen. For instance, the bearers which surround a job are called "clumps." The building iron goes by the name of "poker," while the workman who skillfully guides this important tool over the mold is called a "riser." The finishing hammer is a "planishing" hammer in

London, and our shaving machine is called a planing machine. The first cut from the back of an electrotype plate is taken off in American foundries by a rougher, while in most English foundries it is turned off in a "lathe."

EXHIBITS AT AMERICAN INSTITUTE FAIR.

THE Campbell Printing Press & Manufacturing Company, ever alert and willing to prove the unrivaled merits claimed for the "Century" press, took advantage of the publicity which the American Institute Fair at Madison Square Garden in New York City offered, and put upon exhibition and

2,760 an hour. At the latter extraordinary high speed one would have supposed that these large plates would have pulled the surface from the paper. But such was not the case. The paper used was A No. I Woodcut, 33 by 46, 120 pounds, furnished by Henry Lindenmeyr & Sons, New York, and the ink was Frederick H. Levey Company's Half-Tone Cut. Another press, a "Century" Pony, bed 26 by 35 inches, was illustrating the "rotary centerless" bed movement at the rate of 3,500 impressions an hour. But the secret of these wonderful performances was revealed in what at first appeared to be a planing machine, but which proved to be a skeleton of a No. o



By courtesy "The Chicago Daily News.

THE CATCH - DRAWN BY FRED RICHARDSON.

in active operation different patterns of their truly meritorious presses, and it is very possible that they were there accomplishing a feat in presswork that was rarely if ever attempted or even deemed possible. Upon a "Century," bed 39 by 52 inches, they would run a form of but two rows of four fine half-tone plates, each at a speed of 1,680 impressions per hour. They would then remove these two rows of plates, and insert two more rows of four plates each - thus making a full printed sheet of sixteen pages - and print the latter plates at a speed of 2,100 impressions an hour. The sheets were then turned and printed in the same way, but with increased speeds, as two rows of the plates were printed at the rate of 2,400 per hour, and the last two rows at 2,760 per hour. The wonderful part of this is, aside from the rapid speed, that the printing of these thirty-two plates upon both sides of the sheet showed up clear, fine and distinct, and it is very doubtful if anyone could discover a difference between the plates printed at 1,680 an hour, or those printed at

"Century," bed 43 by 56 inches, and running at a 1,200-anhour motion, illustrating the modern press as constructed, originated and exclusively employed by the Campbell Company. This skeleton exhibit emphasized the strength and rigidity of the "Century," and demonstrated the fact that the vital parts of the press can be set in place and operated without having to be fastened together by and dependent upon the support of the side frames. This laid bare the "heart of the Century," a solid piece of casting weighing quite 2,000 pounds, and located directly beneath the point of impression. Nothing a manufacturer could show could possibly give one so good an idea, or impress one with the substantial quality of a machine more than this. Each press in the exhibit was driven by a Crocker-Wheeler direct-connected motor, and the entire affair well illustrated the enterprise of this progressive company.

The Latham Machinery Company, of Chicago, had a fine exhibit of their popular Monitor wire stitchers at the Fair, and they reported a large number of orders having been secured in consequence.

Possibly one of the simplest exhibits in the printing line was the "W. & S." automatic paper feeder. The absence of any complicated mechanism or intricate adjustment in this feeder is as noteworthy as is its wonderful ability to feed and separate sheets. The movement is rotary, and its speed is practically without limitation.

The Otto Gas Engine Company, of Philadelphia, had a large exhibit, and they report having sold several of their reliable engines to New York City printers during the exhibition.

The Harris Automatic Press Company, of Niles, Ohio, created quite an interest, as the crowds constantly surrounding their exhibit proved. The phenomenal speed of this press was timed by a representative of THE INLAND PRINTER, when, by accurate count, it printed 500 envelopes in 2:12. It was noted that its builders have dispensed with the use of tapes entirely, and that they also run from a direct-connected motor.

Walter Scott & Co. had on exhibition two presses: one a two-roller, two-revolution, with front-fly delivery; the other a four-roller, two-revolution, with printed-side-up delivery. The *new* features presented by these presses were the continuous bed motion; the ink distribution, by which the ink

is first ducted from the fountain to the constantly revolving distributing rollers before being transferred to the ink table; interchangeable rollers, whether form rollers or ink distributers; a noiseless backup; a continuous rack, which is claimed to be the only full-tooth, full-length rack yet placed upon a two-revolution press; aircushion regulator to control the speed

when press is in motion; positive and accurate gripper motion, with self-acting attachment to prevent breaking. The printed-side-up delivery on the four-roller press is new and novel—the printed sheet being carried on a large strip of muslin until it arrives above the delivery board, when the muslin winds itself up, allowing the sheet to drop.

NOTES ON JOB COMPOSITION.

BY ED S. RALPH.

Under this head will appear, each month, suggestive comment on the composition of jobwork, advertisements, etc. Specimens for this department must be clearly printed in black ink on white paper, and mailed to this office, flat, marked plainly, "RALPH."

In accordance with the plan announced in this department last month, we take pleasure in reproducing a few stationery headings. Next issue we shall reproduce some invitations. The subject of stationery work should prove of unusual interest to our readers, and for their instruction we enumerate a few of the points which should be given more than a passing thought. In the first place, neatness and simplicity should be the rule, instead of elaboration and complication. Stationery headings must not be confounded with the poster or dodger. The headings used by some merchants would naturally lead one to the conclusion that they were intended for the sole purpose of being posted up in the manner of the show bill. Some compositors also seem imbued with the false idea that the two and one-half inches of blank, unruled space at the top of the sheet must, without question, be all taken up, and if the type which they have selected, apparently with this sole object in view, does not consume all the white space, they immediately repair to the ornament case and proceed to make up any deficiency that may exist. This is the wrong plan. In stationery headings the most important thing is the firm name, with the business a close second, and it should always be so treated. The reason why the firm name should be given the most prominence, is because the recipient of a letter naturally wishes to know from whom it comes, and he next wants to learn what business the writer is engaged in. Everything else that is

placed on a letter-head or note-head, except the date line, is of less importance, and should, therefore, be treated in such a manner that it will not detract in any way from the main display. If our readers will take the time to reason and study this matter out in an intelligent manner, they will realize that there is good and sufficient reason for every line of type they set. The plan of haphazard, indiscriminate use of display lines is altogether wrong and contrary to all good rules and to the dictates of reason. If there is a profusion of unimportant reading matter to contend with, this should be grouped about the main or central portion of the heading in such a manner that it will not detract from the display. It is generally a good plan to use small light-face type for this purpose. Particular attention should always be paid to harmony in the employment of different type faces, to proper spacing, to judicious ornamentation and to common-sense treatment. Stationery headings are very properly divided into classes. There is the professional heading for lawyers, doctors and other professional men: the commercial heading for merchants, manufacturers, etc.; headings for both public and private institutions, schools, etc. Each class should have different treatment. The commercial heading allows more latitude to the compositor than any other class, and he can, with perfect propriety, take liberties which,

C. N. LINDLEY & CO.
OHIO MORTGAGE LOANS,

-AND-MUNICIPAL BONDS.

CARLISLE BLOCK.

189

CHILLICOTHE, O.,

EARHART & RICHARDSON, CINCINNATI, OHIO.—PROFESSIONAL HEADING.

in the professional heading, would be entirely out of place and lay it open to just criticism. The professional heading should be the embodiment of dignified simplicity. It should be devoid of all ornamentation, be absolutely plain and lean toward the classic order. The headings for public and private institutions should have similar treatment to the professional, although more latitude is allowable. The reproductions comprise three headings from the well-known firm of Earhart & Richardson, Cincinnati, Ohio, whose taste in such matters is unquestioned, and whose work shows exactly the treatment indicated above. There are also headings by Mr. George Hahn, of Plymouth, Indiana, and Mr. Roy T. Porte, of Hunter, North Dakota. We see no good reason why Mr. Hahn used lower case for the State in conjunction with capitals for the name of the town in his heading, and we cannot approve this plan, because the State is of as much importance as the town and should, therefore, have the same treatment. We believe these headings clearly illustrate these remarks, and we sincerely hope they may be the means of making some of the craft see the matter of stationery headings in its true light.

Davis & Steele, Rochester, New York.—Your samples evidence artistic talent. It is a bad plan to shade a text letter. Your blotter is excellent.

PARAGON PRINTING WORKS, Somerset, Kentucky.—We think you have spoiled an excellent piece of printing by overburdening the first page with borders.

- F. Stacy Whitney, Tacoma, Washington.—While the composition on the blotters is all that could be desired, we do not think the reading matter on some of them very good or dignified. We have special reference to the August and September blotters.
- T. B. Kennedy, Charleston, South Carolina.—To be candid, we cannot approve the work on your stationery. It would be wrong to let you think the work up to date. The fancy flourishes employed on the letter-head of Simon Brown were out of date years ago, and we would advise you to discard them. Do not use so much rulework. Strive to have work



Half-tone stock plate by ELECTRO-TINT ENGRAVING COMPANY, 723 Sansom street, Philadelphia, Pennsylvania. Duplicates for sale,

A HOLY NIGHT.

Artist: Roeber.



HILDA CLARK.

Half-tone by
ELECTRIC CITY ENGRAVING Co.,
go7 Washington street,
Buffalo, N. Y.

neat, dignified and simple. Your samples evidence much time foolishly employed. Read carefully all that is said in the chapter on stationery work, and send in your work in small parcels. We are willing to aid you all we can, and you need assistance.

I. A. MEDLAR & Co., Omaha, Nebraska.—The blotters which you submit as the work of your foreman, Mr. G. E. Hooper, are excellent. Those for the months of June and October are very artistic, but we cannot say that we approve the plan of the "Good Judgment" blotter. We would advise you to throw that curved rule ornament in the scrap-rule box. It has helped neither job. We have repeatedly given our

wording flush to the right. It may be necessary to deviate from the above plan in some of the minor particulars, but follow it as closely as circumstances will permit. We consider the "Richland Farm" title-page an artistic piece of composition, and would reproduce it were it not for the desire to show stationery headings in this issue. But we will probably use it the month in which title-pages are shown.

C. H. M., Atlanta, Georgia.—The worst feature of the amateur work which you submit for criticism is the cutting out a portion of the sky in the large cut on the blotter to accommodate the words "Knoxville Office." This sort of vandalism should never be tolerated. There is nothing very

LAWRENCEBURG CITY SCHOOLS.

R. ELLSWORTH CALL, M. A., Ph. D., SUPERINTENDENT.

LAWRENCEBURG, INDIANA.

EARHART & RICHARDSON, CINCINNATI, OHIO.—INSTITUTION HEADING.

opinion of them in this column. They cause more trouble to the pressman and stoneman, as well as to the compositor, than any other ornamentation that was ever devised. Otherwise the composition is all that could be desired. The presswork is of a superior class.

JOHN McCormick, Hoosick Falls, New York.—Your ad. for the Stewart Range is splendid as to composition, correct whiting out and grouping. Your work seems to improve each time you send in samples.

ORVILLE M. LAYTEN, Peoria, Illinois.—Considering the amount of matter, size and shape of the Woodruff Ice Company's title-page, you did very well with it. However, this job could be improved, and we believe it will be well worth your time and trouble to reset it upon this plan: Begin with the names of the officers and move their titles immediately in the center, underneath each name. You can abbreviate the word

striking in the composition on either job, and the presswork is very poor indeed.

ROBERT TODD, Los Angeles, California.—Your "flyers" are right up to date, and show good treatment in all departments. You certainly deserve much credit for the artistic manner in which you set the advertisements in Greater Los Angeles. Such ads. as these are what help to bring business to any paper. The advertisement of the Los Angeles Furniture Company, for the amount of matter contained, shows artistic composition and very effective display.

H. E. P., Denver, Colorado.—The composition on the cover of the Eccles Lumber Company is neat, and the same can be said of the cards. But some of the jobs are not balanced properly. The card of The Aldine will furnish an example for all the others. The upper right-hand corner is where you have left the job weak. Had you placed the words

6. 6. Roberts.

Soo. H. Brackett.

Theatrical Advertising Co.

No. 85 Atlas Bank Building

Telephone 2085.

Cincinnati,

189_

EARHART & RICHARDSON, CINCINNATI, OHIO.—COMMERCIAL HEADING.

"manager," which will be necessary, in order to gain space. By this you will gain about four picas. Move the section pertaining to telephones and ice houses over to the left about three picas—or rather have it come in the center of the measure. It will be necessary to abbreviate "street," so that this section will line up properly. Remove "July 1st, 1897," and place in its stead the matter in the lower left-hand corner. Transfer "June 1st, 1897," to the lower left-hand corner, placing the year underneath the month and date. Move "Lake and Artificial Ice" over to the center of the measure and set the word "Ice" in the capitals of the font in which "Woodruff Ice Co." is set, and give it the same treatment accorded to the firm name as regards color scheme. To the left of the word "Ice" you can place "Established 1855." It will be best to place this

"Finest Capitol Hill Location" in the above corner it would have balanced the job. Balance is where you had better put most of your study until you thoroughly understand it.

GEORGE C. HICKS, Berlin, Wisconsin.—All samples in your booklet are neat and very tasty.

L. A. CHANDLER, whose work has been reviewed in this department, has become half owner in the Mayfield (Ky.) *Mirror*. Mr. Chandler has the best wishes of The Inland Printer.

WILLIAM P. BEECHBORN, Philadelphia, Pennsylvania.—The plan of your cover is all right, had the printing been in two or more colors, but it has too much border for a one-color job. There is another place where you make a mistake. You should

always use the character "&" in a firm name. We think you had room in the line with the name "Wilken" to accommodate this. It would have been much better and more sensible than the way you have it, because the firm name would not have the appearance of being separated. The reason the firm name has this appearance is on account of the catch line "and "

BRUEGMANN & SCHMEIDER, San Diego, California. - Your stationery work ranks among the best German composition we have ever seen, and the same can be said of many of the ads. in the Fest Zeitung. In the bill-head we would make the words headings. Among the excellent and artistic specimens are "The Pleasure of Business," "Printing That Pays," the letterhead of the Cohocton Index, the card of The George W. Peck Company, and "Little Said is Quickly Read."

GEORGE FRS. Dow, manager Essex Antiquarian, Salem, Massachusetts.- The style and general make-up of the Antiquarian is good, and we cannot see how it is possible to improve it. It is in keeping with the subjects with which it deals - antiquities. As regards the feasibility of using red ink on the blue antique cover stock, it is not likely that the general effect will justify the extra expense. However, should you

decide to try this plan, it must not be attempted on a plan wherein the red will have the predominance. The three capital letters in the name of the publication at the top of the page, and the full

name of the periodical and the year at the bottom will be sufficient. On the one-color plan, we think you will get the best and most satisfactory results by using an ink

the component parts of which are two-thirds bronze-blue and one-third purple-lake-B. These should be good grades and mixed fresh for each edition, reducing same with a good heavy gloss varnish. We were much interested in the Antiquarian, especially with the inscriptions from the ancient tombstones. The general proportions of the publication are all right.

189

A. L. STONECYPHER, Omaha, Nebraska, -- Your envelope is as good a thing in the way of printers' advertising as we have seen in a long time. Taken together with its contents, it can hardly do otherwise than bring you business. We like to look over your own advertising matter, as well as your specimens, because both are fresh and crisp.

W. A. Francis, Salem, Virginia. - There is no good reason why you cannot be a good job printer. Your blotter is not entirely devoid of merit. It bears evidence that you have practically mastered one of the hardest lessons that all job printers have to learn at some time or other - balance. This is essential to a good job. Your blotter would have been improved had you employed some other type in the construction of the matter in the two panels. It would also have been an improvement had you omitted the fancy border, as it tends to produce a heavy effect. We would advise you to use a

The Peoples' Drug

CHAS. REYNOLDS, Proprietor.



SUCCESSOR TO C. F. SHADEL LAPORTE STREET

PLYMOUTH, Ind.,

GEORGE HAHN, PLYMOUTH, INDIANA.—COMMERCIAL HEADING.

"Commercial Printing" a trifle stronger, using a pica text letter for the purpose. We would also make the same change on the letter-head.

GEORGE W. VARNEY, Camden, Maine. - Your blank check is very neat, but we do not think so well of the blotter. The composition is only ordinary, and there is too much red on it. We see that you have carried out the "long line, short line" policy, and we would advise you to try and break up your display and let your jobs have more air.

S. C. Bishop, Crossville, Tennessee. - While your cover is pleasing in appearance, yet there is, as you have stated, something wrong about it, and you did not miss the mark very much in stating where it was. The top and bottom bands of border should have been omitted altogether, also the nonpareil border inside central border. "Catalogue of" should be in the same size type as the "Grassy Cove Academy" and set flush with same, also "1896-'97."

U. L. & M. R. TRIPP, Cohocton, New York .- While there are many very excellent pieces of artistic printing in your package, there are some specimens which it will be well to improve. We believe all our readers would prefer to know in what manner they can raise the standard of their productions, rather

than be led into the belief that they are just about perfect. Starting with the cover page of the catalogue of Will E. Adair: The ornaments should have been omitted between the lines, and the word "Dealer" been placed in the center of the line, and the word "Music" set flush to the left above the word "Dealer." This would make a very fair cover. The title-page is entirely too elaborate. The rulework is out of place, and the reading matter scattered too much. The type employed for the introduction

is two sizes too large. Always remember that 10-point leaded is preferable to 12-point solid. The fancy bits of border around the initial letter are in bad taste, and the long pointer at the signature inexcusable in work of this kind. We do not approve of the curved lines which you use on some of your stationery

U. G. MILLER

*JEWELER.

WATCHES. JEWELRY. SILVERWARE EXIONS)

Glock and Watch Repairing a Specialty. Work Guaranteed.

> 189_ Hunter, North Dakota...

ROY T. PORTE, HUNTER, NORTH DAKOTA.-COMMERCIAL HEADING.

plain roman type for the matter in the panels, say about 18-point, and set one word to the line, placing the words in such a manner that they will all be flush to the left, and leading between the lines sufficiently to fill the space of the panel. The central portion of your display is all right and as good as

anyone could do with the material which you have to work with. Do not be backward about sending your work for criticism. We honestly try to aid all who use this department, to analyze the work carefully, and suggest improvement.

Keating & Barnard, Fort Edward, New York.—You touched a weak spot with that Washington cigar. It arrived without damage and went the way of all good weeds. Now, if you were so fortunate with your customers as you are with us, you certainly cannot fail to get returns from this novel method

for criticism, as you need coaching on numerous things. We believe that you are capable, but you will realize that there is a vast difference between newspaper and job work.

ALVIN B. STIGNER, Frankfort, Michigan.—It is truly a mistake to sacrifice good common-sense treatment in display work for the sake of obtaining a novel effect. We have reference to the card and note-head of the National Hotel Livery Barn. On these jobs you have made the word "Line" the most important part of the display, when it should not have been so

treated. The main line is, or should be, "National Hotel Livery Barn," and "Livery, Bus and Transfer Line" is next in importance. In reality, the word which you have made the most important is of less consequence than either of the other words. The letter-head of the Express Publishing House is your best specimen. We think your envelope corners good.

R. S. Thomason, Albia, Iowa.—There is no one better pleased or more gratified to note your improvement and advancement than we are. The purpose and sole aim of this department is to aid and assist

those who feel the need of schooling in different lines, and also to raise the standard of the art. We are confident that you sincerely appreciate the advantages of this department, and always want you and all others to feel that you will be honestly and fairly dealt with, and that your specimens will be criticised in a conscientious manner. The programme for the X. U. Club is the better of the two, the cover composition being neater and more artistic. Both jobs are excellent, and we know you did the best possible with the material at hand. Your embossing is good, and you made excellent time on both jobs.

DAVID S. WILLIAMSON, Brooklyn, New York.—Both of your specimens are very good indeed, and we expect to reproduce your "Mistletoe" card when we use illustrations of this

BEST WORK FOR THE LEAST MONEY.

C. A. Stowell

H. J. Lloyd.

Geo. N. Truax.



Walusing Printing

Engraving Company,

Geo. M. Truax, Manager.

Balf=Tone and Line Engraving. BEST WORK FOR THE LEAST MONEY.

Plain and Fancy

Wyalrusing, Pa.,______189...

of advertising your business. Messrs. Keating & Barnard issued a greeting to their customers in the form of a neat circular, thanking them for their patronage. These circulars were wrapped around a good cigar and mailed in a pasteboard box. The only criticism we have to make on the circular is the employment of the initial letter and printing it in a different colored ink. A good plain initial, in black, would have been more satisfactory.

GEORGE N. TRUAX, Wyalusing, Pennsylvania.—The greatest fault in your work is over-ornamentation and the too copious use of pointers. Take your firm note-head, and what do we find? Three pointers, two other ornaments and a dragon ornament incased in a panel of border. What have any of them to

do with your business? As we have a chapter in this issue on stationery headings, we propose to set a contrast specimen to your note-head (No. 1), and show you how to get up your stationery in a proper manner. The ornamentation is entirely out of place and should be contrary to the dictates of reason. You have sacrificed the display on your heading to accommodate the worse than useless dragon ornament. The wording is not properly divided or grouped as regards the name of your firm. It would be better as shown in example No. 2. The name of the manager is too

large, and the date line is too weak. We see that you are well provided with late type faces and there is no good reason why you should not do up-to-date printing. In your other jobs we note the tendency to have too many display lines. It is next to impossible to get good results on this plan. Some of your work shows good composition, but we prefer to point out your weaknesses, rather than dwell upon that which is good, for the reason that you will see how to avoid the mistakes in the future. We would advise you to send samples frequently

C. A. STOWELL. H. J. I.LOYĎ, GEO. N. TRUAX,

The Unvalusing Printing & Engraving Company,

GEO. N. TRUAX, MANAGER.

PLAIN AND FANCY JOB PRINTING. HALF-TONE AND LINE ENGRAVING.

WYALUSING, PA.,

_189

No. 2

class. We think the circle of rule on the other job could have been dispensed with and still preserved its beauty.

AN ADVERTISER'S ACKNOWLEDGMENT.

We have had more inquiries from the advertisement in your paper than from all the others combined in which "Tarcolin" has been advertised.—Delete Chemical Company, 126 William street. New York City.



A GROUP OF UTE INDIANS AT THE "FESTIVAL OF MOUNTAIN AND PLAIN," DENVER COLORADO, OCTOBER 5, 6 AND 7, 1897.

Halftone by
THE WILLIAMSON-HAFFNER ENGRAVING Co.,
Sheridan Building, Denver, Colorado.

CUBERY & COMPANY, PRINTERS, SAN FRANCISCO.

BY STYLUS

THE printer-journalist is so frequently met with that we look upon him as a natural product of the evolutionary tendency; but it will be noted that most printers who have taken to journalism graduated from the case in a newspaper office. The book or job printer most frequently sticks to his case, or until he engages in the business for his own account.

Then again, the printer who is successful as a newspaper man rarely leaves that for the less exciting occupation of an employing printer.

William M. Cubery is a San Francisco printer with a history, some particulars of which are worth recording. He was born in Massachusetts in 1836, and at the age of fourteen—in fact, four days before he reached his fourteenth birthday—he was bound an apprentice to the Riverside Press at Cambridge, where he served the regular, old-fashioned



WILLIAM M. CUBER

apprenticeship of seven years, and was the first to be graduated from that famous establishment. After serving his time he continued for a few years in the employ of the office where he had learned every branch of the trade, until he was seized with a desire to visit California, arriving in San Francisco in October, 1860. After the usual vicissitudes and experiences he went to Los Angeles County, and toward the close of the war was editor of the Wilmington (Los Angeles County) Journal. This paper had the proud distinction of being the only Union paper in Southern California, a community noted at that time for its strong disunion sentiment. Mr. Cubery is a man of firmness, and was not deterred from expressing his sentiments in the midst of the most unfriendly surroundings. During this period he served his township as justice of the peace in addition to his other duties.

In July, 1866, peace and prosperity having resumed their sway in California, he returned to San Francisco, where he organized a partnership under the name of Cubery & Co., and engaged in the printing business on a moderately large scale. From that date he has had all the experiences of California life—prosperity, adversity; has had a little band of true friends; has been wounded by the ingratitude of those whom he had befriended, though often cheered by the kind words of some he had chanced to aid. Having been well grounded in his business, he always insisted on work of a high character.

His office had the distinction of printing the first book in the Russian language ever produced in America, at a time when the Russian influence was more strongly felt than now on the Pacific Coast. He has also printed all the botanical works of Prof. E. L. Greene, the noted botanist. For many years he was the printer of the Pacific Churchman, an occupation which brought him the satisfaction of work well performed, but without substantial returns. Mr. Cubery was president of the Young Men's Christian Association more than thirty years ago, and without ostentation has labored for the mental and moral improvement of the community, as many a journeyman printer will testify. He served ten years in the militia of California at a time when members were liable to be called on in defense of the country; helped to organize St. Luke's hospital; was a member of the celebrated Wallace grand jury-an honest attempt of honest men to reform some of the departments of the public service in San Francisco; and is a member of several benevolent and beneficiary orders, including the Masons. While never in politics as a politician, Mr. Cubery is always heard from during a political campaign, and then on the side of clean government and an honest administration of the city's

The printing office of Cubery & Co. is located at 587 Mission street, occupying a roomy loft, and while not a large estab-

lishment, is well equipped for the class of work undertaken. Mr. Cubery gives his personal supervision to much of the work, which has a character of its own. For many years he has had a great deal of church and educational work, and his catalogues for private seminaries and schools are well known. Then for a number of years he had a very large business in society cards, at one time keeping on hand hundreds of thousands of the manufactured stock ready for the names. This business, has been so depreciated in recent years by the flooding of the country with cheap, gaudy designs, that he now gives less attention to that branch than formerly.

It is not often one sees a business man and a printer in the afternoon of life enjoying a moderate competency and a serene existence. Too often the struggle for a livelihood and the upbuilding of a business beget a fevered condition not compatible with contentment and ease. There can be no question that the scramble for wealth is the undoing of very many every day, and the printer to be envied is not he who has built up a great establishment, with hundreds of employes, but the one who has through it all preserved his health and his ability to enjoy life.

NOTES AND OUERIES ON LITHOGRAPHY.

BY EMANUEL F. WAGNER.

Correspondence relating to this department is respectfully invited from lithographers, lithographic artists, and others interested. Individual experiences in any way pertaining to the trade are solicited. Differences of opinion regarding answers given by the editor will receive respectful consideration. Mark letters and samples plainly "WAGNER."

KIND OF ALUMINUM TO USE FOR LITHOGRAPHY.—J. .K., Boston, Massachusetts, writes: "Would you be kind enough to state the kind of aluminum required for lithography? I have written to Philadelphia, and received the advice to state 'what kind, hard or soft,' and 'what gauge'?" Answer.—The kind of plate wanted is "hard," and the gauge is "Brown & Sharpe 22."

THE LARGEST LITHOGRAPHIC STONE EVER QUARRIED.— F. S., Brooklyn, New York: The largest lithographic stone ever quarried was brought to America by the Fuchs & Lang Manufacturing Company, and placed on exhibition at the recent centennial celebration of the invention of lithography, in New York City. The stone was 48 by 72 inches in size, but has since been cut in helf

The Component Parts of Asphaltum.—Asphaltum is divisible into three different parts. The first, soluble in alcohol to 4 per cent, is a yellowish, oily mass called bitumen; the second, soluble in ether to 44 per cent, is brown and brittle, odorless, melts at 65° Cent.; the third, soluble in chloroform, turpentine, benzole, to 52 per cent, is black and very brittle, and melts at 165° Cent.

A DEVICE FOR SUCCESSFULLY TRANSFERRING TO METAL PLATES.—A hand press for transferring to metal plates without encountering the customary difficulties has been patented by Oscar Frick, of Halensee, Austria. It consists of a pressure cylinder, acted upon by strong spiral springs, around which a cloth is wound which on the other end is attached to the back of the press bed. By moving the bed of the press forward and back, the cloth alternately winds upon or unwinds from that cylinder. It is claimed by the Oest. Ung. Graph. Centralblatt that with this device the most uniform and perfect impressions can be made, and with little pressure.

Schools for Teaching Lithography and Printing.—
C. J., Pittsburg, asks: "Is there any city in the United States where lithography or any of the graphic arts is taught, where a person of small means could go for an hour or two every day and receive instruction? Knowing the interest The Inland Printer takes in everything pertaining to the arts of reproduction, I make bold to ask this question." Answer.—As for schools teaching the graphic arts, I will let others decide who are more competent to speak. (The New York Trade Schools offer to teach these arts, I believe.) But for lithography there

is nothing deserving the name "school" existing, to my knowledge. Had not the lamented Mr. Childs, of Philadelphia, passed away before the arrangements had been completed, a first-class "school of lithography and allied arts" would exist today, second to none in Europe.

AMERICAN LITHOGRAPHIC STONE.—Simultaneously with the revival of lithography, the news comes from Putnam County, Tennessee, that an almost inexhaustible supply of the finest lithographic stone has been discovered there. The verdict of the high-class lithographing firms who, it is said, have tested the stone and pronounced it a superior article in every way, is a guarantee that it is so.

AMERICAN SUPREMACY IN THE MANUFACTURE OF ALUMINUM.—Through the ingenuity of an American inventor, the price of aluminum has been reduced from \$16 to 35 cents per pound, and the result is that we are shipping large quantities to England and other foreign countries, more than 10,000 pounds being produced daily by the Pittsburg Reduction Company. The value of the output for 1897 will exceed a million dollars in the United States alone.

The Large Sheet in Lithographic Printing.—What has been described as the largest lithographic press in the world has just been constructed in Paris by Messrs. Voirin. A "grand-Aigle" sheet, 40 by 56 inches, may be printed thereon, and yet I am told, upon good authority, that right here in the borough of Brooklyn the McLaughlin Bros. have been running sheets of the size of 44 by 66 for some time, and the size of the work may be 42 by 64 inches.

Use of Chloroform to Dispel Water from Benzole In Preparing the Sensitive Asphaltum.—For dissolving the light-sensitive asphaltum, Professor Husnik gives the following directions: Benzole must be used which is free from all traces of water. Experience teaches that this benzole is seldom to be obtained; therefore, while the sensitive asphaltum is yet in a concentrated solution, a test should be made by pouring some of the solution over a stone or plate; if, upon drying, it has formed spots or stripes, the benzole contained water. This defect, however, can be rectified by adding chloroform (free from alcohol) until a trial of the ground proves satisfactory.

A RARE PIECE OF BLUE-GRAY STONE.— The next largest piece of lithographic blue stone ever brought here from the Bavarian quarries is now to be seen at the Bavarian Lithograph Stone Company, New York. Its size is 45 by 68. The beauty of this stone is not marred by any flaw, spot or vein upon its entire surface. The price asked for it is in due proportion to the difficulty of obtaining the same, and the transportation from Europe to America, etc.—\$400. \$350 has been repeatedly refused. At a rough guess, seventy-five metal plates of that size could be stored in the same space that this stone occupies. An interesting moral could here be pointed regarding the coming methods of lithography.

The Variety of Method in Drawing on Stone.—In the October number of *The Art Amateur* is a clever article upon "The Revival of Lithography," containing also good reproductions, illustrative, on the one hand, of the spirit and dash of George Morland, and on the other, of the high finish of Théodore Géricault. The pictures shown are well calculated to prove how thoroughly lithography is fitted to become *the exponent of the true artistic sentiment*, and these are only reproductions. The time is close at hand when books will be illustrated direct, by artists versed in lithography, and the letterpress part will be transferred to the drawings on stone; then will we have "original art work" in our books.

Is LITHOGRAPHY INJURED BY PROCESS WORK?—J. R., Staten Island, asks: "Some lithographers of my acquaintance have given up lithographing (stippling), and gone to process work. I have been out of work for some time; can do crayon or stipple work. Is it true that the bulk of the lithographic

business has given place to process work?" Answer.—Our correspondent does not say what he understands by process work. If he will but look about, he will find very many lithographers who have turned their attention to process work, and yet are still working on or for stone. The times have changed; slow methods must be discarded; expensive drawings on stone, in twelve or fifteen printings, do not pay. Nowadays a negative is made from a sketch or photograph, and several prints are made on metal or stone; and here is where the knowledge of our up-to-date lithographer comes in, as by doing the proper thing to these prints—adding thereto or taking away, or making one or two extra color plates—he is expected to produce his art work in one-tenth of the time formerly consumed, and, of course, in fewer printings. The artist lithographer makes his



Photo by Steckel, Los Angeles, California CURLY HEAD.

original drawings right on the stone, for poster or portrait work, often doing away with the ceremony of proving - and the sketch is simply a tracing, rough draft, or a photograph. I do not mean to say that no more work is done in the old wayfor there will be plenty of such work which could not conveniently be done in any other manner. A simple illustration will suffice to mark the condition as it now exists. For instance, if the amount of art work depended upon the production of the old hands, in the old way, there would not be enough lithographers here to keep all the presses running; as it is, the number of steam presses is continually increasing, and the old-style help is becoming day by day more superfluous, and all lithographic artists have been reduced to a general level; there is a superior skill afoot - the camera. We must also consider that much of the former lithographic work has gone to the type press, and will probably never return; but equally true it is, on the other hand, that as lithography improves its methods, and thereby cheapens its products, it has and will simultaneously conquer new fields, and will always retain a prestige in a large variety of work which cannot be wrested from its hold. Surely, the possibilities of our art have not been fairly developed as yet.

DIRECTIONS FOR WORKING CRAYON AND SOLIDS IN METALLOLITHOGRAPHY AND NUMBERS OF PLATES.—J. R., New York, writes: "I inclose a specimen of my crayon work for your inspection. As you recommend the Franklin lithographic plate in The Inland Printer as working satisfactorily, could you tell me why the solids did not come up solid, and why I cannot get the dark shadows clear. You will see they look smutty on the impression. Another thing I would remark is that pen stippling does not work well on these plates, as far as I can see. Otherwise, for convenience sake, I could



Supplement, THE ISLAND PRINTER, December, 1897.

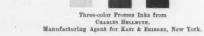
FRUIT.

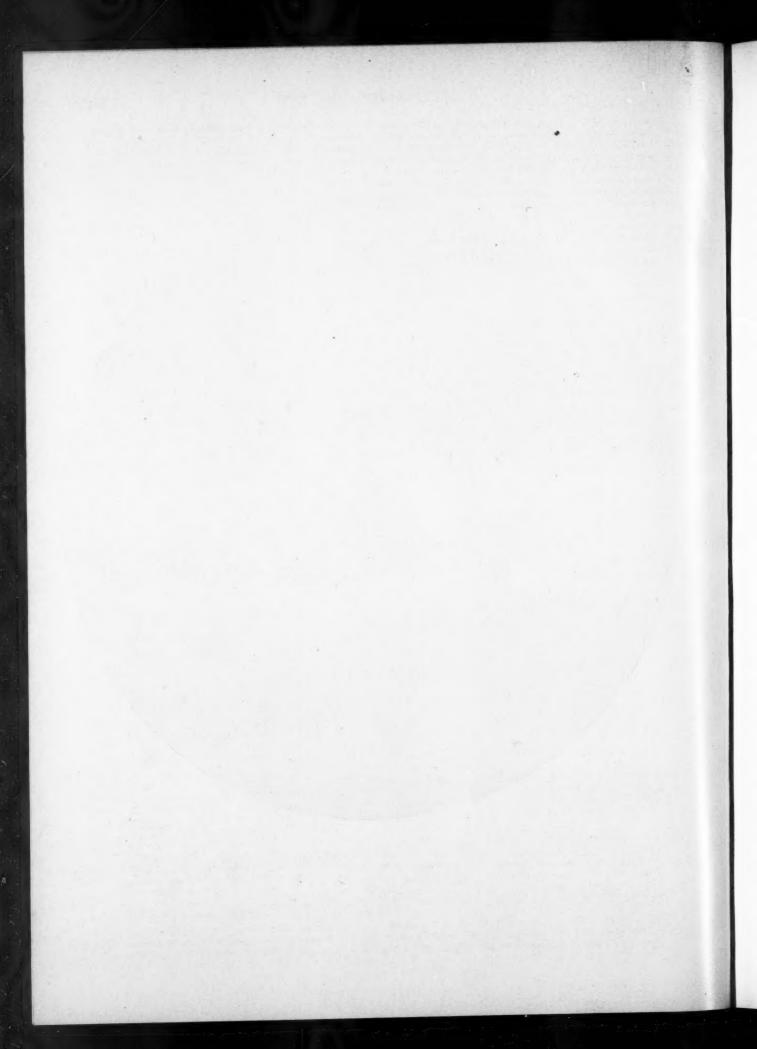
Plates by The Oscood Art Colouryse Co., Woman's Temple, Chicago.
Orders taken for Calendars from these plates.

Reproduction, direct from Nature, by The Osgood Art Colortype Co., Chicago.

Printed by The Henry O. Shepard Company on John Thomor Press Company's Colt's Armory Press. New York. Chicago. London.

White "Photo Enamel" Book Paper from
J. W. BUYLER PAPER COMPANY,
Chicago.





not wish for anything more agreeable to work on with the crayon, especially for fine work, as the most delicate touch comes up." Answer. - The solids must be well filled in, sufficiently so that the projecting grain on the plate is well covered; otherwise the etching will "prepare" these minute elevations, and cause the ink from roller to be rejected there; result: gray solids. As regards the clearness of deep shadows in any crayon work, the point must be so worked that the depressed parts of the grain are not filled up. This is best accomplished by "laying in" an even, flat tint from the start, with a rather dull crayon point, or working a pointed crayon sidewise. Then comes the knack to work over this, with short lines, in different directions, until the desired result is obtained. Considerable practice is certainly required. Of course, the proper degree of grain is very essential; the numbers best adapted for this are Nos. 60 and 70. On the other hand, if stippling or fine penwork is required, there could not be a finer and more agreeable surface imagined than the No. 120; the finest line or dot will stand as clear and sharp as on the best stone, if this number of plate is used for that purpose. All in all, I can say that in colorwork I can get along with less colors and produce more variety of combinations than I could heretofore on stone. I can also vouch for the fact that a transfer put on the fine-grained plates of this kind will be in every respect equal to the original, and that, with ordinary care, printing can be successfully accomplished from these plates equal to the best done from lithographic stone. The great trouble is that transferers and pressmen do not readily adapt themselves to anything new, fearing the trials of experiment, always necessary at first.

OBITUARY.

CARL SCHRAUBSTADTER, of St. Louis, Missouri, died at his home in that city on November 12.

The sympathy of the trade is with Mr. George Aimer, of Shea Smith & Co., Chicago, in the death of his son Herbert, early in November. The young man's illness was not considered of immediate danger until a few days before his death. He was twenty-four years old.

CHARLES ENEU JOHNSON, of the well-known printing ink house of Charles Eneu Johnson Company, of Philadelphia, Pennsylvania, died at his home in Philadelphia on October 9, after an illness of two years. Mr. Johnson was born in Phila-



CHARLES ENEU JOHNSON.

delphia on March 2, 1829, and inherited the ink business which had been founded by his grandfather in 1804. Mr. Johnson had a very wide personal acquaintance, and the name of his house was well known in every printing office in America. Founded in 1804 by Charles Johnson, a native of Philadelphia, who, although not a practical printer, made goods to please the trade, the house was the pioneer in inkmaking in

America as a specialty. Prior to that time the ink was either made by printers themselves or imported from England or Germany in skins. In 1816 the factory was destroyed by fire, the loss being \$900. Charles Johnson, Sr., retired from business in 1827 and was succeeded by his son, Charles Johnson, Jr. He died in 1840. Charles Johnson was in 1840 followed by Charles Eneu Johnson. The business was a small one when he entered upon its management, but by energy and push he built it up

until it assumed immense proportions. In 1883 the business was incorporated under the name of the Charles Eneu Johnson Company, of which Mr. Johnson was made president. Mr. Johnson was a member of the Union League and Manufacturers' Club. He leaves a widow and three sons.

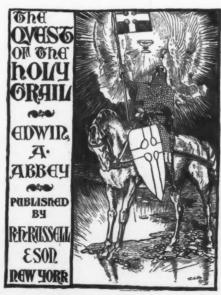
Frank P. Tyler, secretary and treasurer of the American Paper Company, Chicago, died on October 24, in his forty-third year. He was stricken with typhoid fever a month before his death, and there was never much hope for his recovery, although he was constantly attended by the best medical advisers and loving and devoted friends. Mr. Tyler was unmarried.

He was born at Essex Junction, Vermont, October 11, 1854, and when ten years of age came to St. Charles, Illinois, with his parents. After a threeyears' schooling he started out to seek his fortune, and, coming to Chicago, began his career in the firm of his uncle, Mr. J. W. Butler, the veteran paper merchant of Chicago. For thirty-three years since that time he has been prominently identified with the paper trade of the Western metropolis. He was speedily promoted upon merit until he became manager



FRANK P. TYLER.

of the sales department. When, in 1885, the W. O. Tyler Paper Company was organized he was elected its secretary, a position he held until the firm was merged into the Calumet Paper Company. He was continued in the position of secretary, but later withdrew to associate with others in forming the American Paper Company. He was for five years its secretary, to which was then added the responsibilities of treasurer. His cordial and genial disposition made him very popular with all who came in contact with him, and his indomitable energy marked him an able man of business. Three brothers and two sisters survive him. His brothers are W. O. Tyler, president of the American Paper Company, and Fred and Henry Tyler, both business men of Chicago. The funeral was held on Wednesday, October 27, and was very largely attended, the printing trade of Chicago being fully represented, and every paper house in the city testified its respect and esteem.



THE QUEST OF THE HOLY GRAIL.

By Edwin A. Abbey. Published by R. H. Russell.

Copyright by E. A. Abbey.

THE SMITH MEMORIALS IN PHILADELPHIA.

PHILADELPHIA, which has been particularly fortunate in the possession of philanthropists, will soon have another example of their beneficence in one of the finest memorials ever erected to distinguished soldiers and sailors in this country, set up in its park, owing to the munificence of the late Richard Smith, the type founder, who left half a million dollars for the purpose. It will also have, under the terms of the



THE LATE RICHARD SMITH.

same bequest, in its park, a spacious and handsome playhouse for children, to cost about \$50,000. The latter promises to be a model of its kind, and the memorial gateway, which is the form of the monument, will be a thoroughly artistic addition to the landscape of the park.

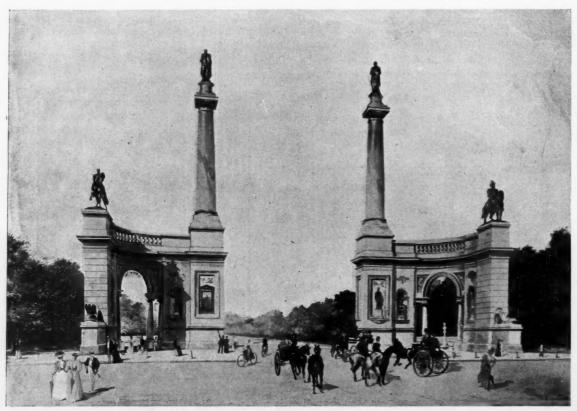
Mr. Smith died in 1894, leaving a very large estate in trust for his widow during her lifetime. At her demise, under the terms of the same instrument, the memorials mentioned were

to be erected with the funds available for that purpose. Mrs. Smith survived her husband a little more than a year. Then the plans were completed for the memorials, the designs of which had been approved by the testator, and the matter laid before the park commissioners, who, after a considerable period, have assigned positions in Fairmount Park for the gateway and for the children's house. A few weeks ago bids were

opened for the construction of these works, but as yet only the contract for the playhouse has been awarded, under which the cost is to be \$48,000.

The gateway, which is to be erected at the Fortieth street entrance to the concourse, in the west park, will be an attractive and commanding monument, quite original in design, and more or less colossal in proportions. Indeed, the principal difficulty in securing reasonable and competent bidders for the granite work has been the enormous size of single pieces of stone demanded by the specifications. There are few quarries in the country able to produce perfect blocks of the great size required. Some idea of this embarrassment may be realized when it is known that one stone needed is to be 14½ feet square by 6 feet thick. Another is to be 8½ feet by 15½ feet and 6 feet thick. The capstones will each weigh nearly fifteen tons, and will have to be lifted nearly one hundred feet to be set in place.

The terms of the will relating to the memorials provides for the erection of "a monumental memorial in accordance with the design and model, therewith prepared by James H. Windrim, architect, the same to be built under his superintendence, of a granite to be selected by said architect." After specifying the architect's commission, provision is made to have the architect's son, John T. Windrim, carry out the work in event of his death, or for the executors, in case both are dead, to select another. The document continues: "The said memorial is to include equestrian statues in bronze of Major-Generals George B. McClellan and Winfield S. Hancock, and colossal statues in bronze of Major-Generals George G. Meade and John F. Reynolds; the niches in the right and left wings of the design to have pedestals to receive bronze busts of the following distinguished Pennsylvanians, namely: Governor Andrew G. Curtin, Major-General John F. Hartranft, Admirals David D. Porter and John A. Dahlgren, General James A. Beaver, Major-



THE SMITH MEMORIAL MONUMENT, TO BE ERECTED IN FAIRMOUNT PARK, PHILADELPHIA PA.



THE SMITH MEMORIAL PLAYHOUSE FOR CHILDREN, TO BE ERECTED IN FAIRMOUNT PARK, PHILADELPHIA, PA.

General S. W. Crawford, and in addition thereto the architect, James H. Windrim, and my executor, John B. Gest. A mural tablet in bronze will be placed upon the pedestal stage of one of the main columns with the inscription, 'This monumental arch presented by Richard Smith, type founder, of Philadelphia, in memory of Pennsylvanians who took part in the civil war, whose strife was not for aggrandizement, but when conflict ceased, the North with the South united, again to enjoy the common heritage left by the fathers of our country, resolving that thereafter all our people should dwell together in unity.'

"On the pedestal stage of the main column will be placed, upon a bracketted rest, on the right of the entrance front, a statue of myself, in bronze, and underneath, the name Richard Smith, in large letters. The central part of said memorial to be for a carriage way, and on either side passages for pedestrians. And I direct that the entire expense of the memorial, and the erection and completion thereof, shall not exceed five hundred thousand dollars."

Mr. Smith's bequest of \$50,000 for a children's house provides for the erection of a building and inclosing a children's playground in the park, "the said building to have a general hall as a playroom and shelter, with a connecting building provided with all the necessary appliances for safety and comfort of such children as may be brought there seeking recreation." This building is to have also "chambers with cribs and couches for them in case of sickness, and all proper nurses and attendants" as may be needful. A mural tablet in bronze is to be placed in the house, inscribed, "Erected by Mr. and Mrs. Richard Smith in memory of their son, Stanfield Smith." The residue of Mr. Smith's estate is to be invested by the trustee and the income is to be appropriated for the caretaking and repair of the memorials.

In deference to Mr. Smith's wishes, expressed in a note at the bottom of his will, the monument will be placed in the west park, and the children's house in the east park.

The memorial gateway has been designed in a Renaissance style in two symmetrical parts. Each part will be quadrant in plan and consist of a palladian archway for pedestrians, flanked on one side by a coursed ashlar basement pedestal, surmounted by a heroic equestrian statue, and on the roadside by the striking feature of the design—a Doric column supporting a colossal statue and standing on a pedestal basement similar in height to that of the equestrian statue. These two Doric pillars—one standing on each side—will define the width of the driveway, which will be 75 feet. The height of the memorial from the ground to the top of the statues which will cap the columns will be about 120 feet. The palladian archways will be 36 feet high and 16 feet wide. To the top of the balustrade will be a height of 50 feet. The extreme width of the completed work will be 170 feet. The structure will be composed of light granite, and the sculpture will be of bronze.

As has been said, great difficulty has so far been experienced in getting reasonable bidders. When the bids were opened a few weeks ago for the stonework it was found they ranged from \$200,000 to \$500,000. It was clear that the latter price could not be paid, for at least \$150,000 will be required for the statuary alone. There was doubt of the ability of the lowest bidder to furnish the stone required, as it is to be exceptional in quality and in size. It is quite likely, therefore, that no work will be done on the memorial until next spring, in any event, for even if a contract were awarded now the approaching winter would naturally retard the work.

The architect's plans for the children's playhouse picture a handsome building in the simple and dignified Colonial style. The structure will be surrounded by porches and terraces, and will be built of gray brick and trimmed with Indiana limestone. There will be a large basement, to be used as a recreation room, gymnasium, and stable for baby coaches and bicycles. On the upper floors will be a light-diet kitchen, and, under the conditions of the bequest, rooms furnished with cribs for the little ones who may be taken sick in the neighborhood. A feature not the least important will be the fireproof character of the building, to obtain which every modern expedient necessary will be adopted.

In order to secure good, dignified sculpture, the Fairmount Park Art Association, which organization has beautified the Philadelphia park with so many artistic works, and whose name is a guarantee against inferior and worthless statuary, will be requested to take in charge the selection of a sculptor. If this is done there is every likelihood that the memorial will realize the donor's desires.

POSTER LORE, AND THE NEWER MOVEMENT.

CONDUCTED BY PERCIVAL POLLARD.

All specimens submitted for criticism, and all correspondence on this head, should be addressed personally to the writer, in care of this office. Designs intended for reproduction must be mailed flat, or properly protected by tube if rolled

THE hoardings of London, I hear from Mr. F. A. Nankivell, who passed through there in October, bound for Australia, are a delight just now. H. Hyland has a very good poster, in the style of Alma-Tadema's paintings, advertising Bovril. Louis Wechsler shows a strong design for another extract of beef firm; and Harper's, as well as the English Illustrated Magazine, are also beautifully advertised there. Why not here?

A STORY, of which one may say, with the Italians, that it is beautiful even if untrue, is told by Mr. Edgar Saltus in Collier's Weekly. Thus

if untrue, is told by Mr. Edgar Saltus in Collier's Weekly. Thus:

The scene is Meran, Austrian Tyrol. Period, this summer. There, on a convent wall, the bill-sticker of a Paris firm pasted a poster. Designed by Chéret, colorful and captivating, it illustrated the virtues of a new patent tire. On one side was a girl with the face of a seraph, bewitchingly if vaguely costumed, careering along on her wheel. On the other side was a man who had been also careering, but not on a new patent tire, and who, in consequence, was represented flat on the ground, disastrously mixed with his machine. The moral whoso biked could read. But the Tyrolese peasantry have a plodding nature. They know as much about bicycles as they do about raising hexameters —an article of commerce, by the way, which Mr. Dingley neglected to schedule. To return, however. Before this splendid poster an American tourist halted. So, too, did a native lady. She not only halted, she knelt, folded her hands and gazed in cestasy. The tourist, being of an inquiring mind, commissioned his guide to inquire what she was up to. It then appeared that the lady had mistaken the poster for a scene from the lives of the martyrs, and as the spot had been one on which pious tablets had stood, she was praying fervently for the weal of their souls. Had she known they were scorchers her prayers might have been more fervent still.

In considering the splendid character drawings by René Reinike illustrating a story of Mme. Blanche Willis Howard's in the November Scribner's there comes a positive gasp of astonishment at the fact of such trenchant delineation of types and emotions actually appearing in an American period-It is long since I saw illustrations so completely desirable. Some of these good German folk depicted by Herr Reinike are so alive, their faces so strong in expressions, their very figures so eloquent, that it is not too much to say that something closely akin to the whole character of Germany's stanchest class—the middle—breathes from these sketches. For such of our own artists as work perpetually after the pattern of Butterick, these Reinike illustrations should be a warning. If our publishers should catch themselves thinking some day, it might occur to them that the public cares far more for great character drawing than for an infinite repetition of monotonously apparelled giants and giantesses. With this school nothing changes save the fashions in sleeves and waistcoats; the possibilities of the human face for expressing the emotions, the existence of a huge majority of human beings that has not succeeded in enameling over all traces of character, never seem to have occurred to it. It contents itself with sneering at Phil May for going to the gutter for his types. But the gutter reeks of humanity as much as the white waistcoat on the pattern of Butterick reeks of vapidity.

20

It has been long since the posters on New York walls were so good as just now. Foremost in point of strikingness as well as of art is Mr. H. B. Eddy's large sheet (a twenty-eight sheet, I think) for the football number of the Journal. This shows four girls, in reds, blues and yellows, all with the swift vivacity that this artist, however reckless his technic sometimes seems, always succeeds in imparting to his figures. This sheet is the finest large "stand" of the year in American work. The other important posters are the fine English designs for "The French Maid," by Hassall and others, and the beautiful sheet for "The Geisha," by Dudley Hardy. This imported "paper" ought to be an inspiration for our American managers and lithographers to achieve similar results in theatrical lines. The lithographs advertising Julia Arthur in "A Lady of Quality" are distinct achievements although the work of a company rather than an individual. A small poster of a size suitable for collectors of these efforts is Mr. Eddy's football design used on the Journal's delivery wagons

20

How the skirts do shun the street, and how little of the pretty milliners there remains to see in those picturings that pass to us from the pencils of the blithe artists that persuade the rest of the world, as every year dies, that Paris is a place where every moment is a shock to the Young Person as well as to the Old Lady of Westchester County! It is a world all its own, this almanac world of Paris. It is a trifle more of a maelstrom for the morals than even the Parisian comic papers. It is a Paris that should soothe the hopes of even the most intrepid of tenderloiners. It is a Paris that laughs perpetually, kicks exceedingly "bold and free," and considers nothing so undesirable as the decencies. The fact that this is an entirely fictitious Paris

is altogether beside the question. The hope of the admirers of French almanacs is merely to be amused, and the supply for 1898 leaves little to be desired in that direction. There is the almanac yclept, "Fin de Siècle," where the dangerously indecorous damsels of Carl-Hap and Jack Abeille dance the most maddening minuets through the world's draperies, and where som the least scrupulous writers of Paris turn a talent at phrases into a genius for perversions. Then there is the "Almanach Guillaume," with M. Guillaume's familiar personages, whose silk hats and patent leathers are glossier, white shirts more ebullient, and lace investiture more emotional than any others in the world. But the chief delectation is for those who wish to laugh at text rather than pictures. They must be people, to be sure, who laugh first and reflect afterward, for most of these jokes are impossible outside of that curious domain, the Paris of the almanacs.

20 In Paris there is a very fair notion of America's ability in the art of the poster, but the specimens recently used there for "Secret Service" dently disgusted the French people utterly. I have read in Paris papers some very savage sneers at the people who plastered Paris walls with these lithographic monstrosities—side by side with the gorgeous designs of Cheret, Steinlen, Toulouse-Lautrec, Mucha, Pal and all the other splendid afficheurs of France. If the sheets shown for "Secret Service" in Paris were the same ones used here in New York, showing the play in the act of being "recognized by royalty," I do not wonder that the town rebelled. Even here, where the average of theatrical "paper" is none too high, that "Secret Service" design was too, altogether too much.

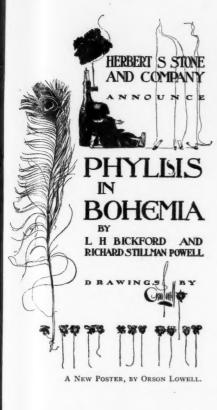
Avra.



POSTER, BY MARTIN JUSTICE.

THE gamut in taste over which the New York Journal manages to run of a Sunday continues to be a marvel to me. On the one hand, such splendid combinations of striking sketches and fine color printing as were the Eddy girls in the football number; on the other, such horrible rubbish as an article about poisonous underwear, illustrated with sketches showing women in the most hideous and inartistic stages of undress and underwear. In the various supplements of these Sunday issues, in both the Journal and the World, there is frequently matter that has no business to come within a mile of a decent woman. How there can exist in Mr. Hearst's mind the willingness to pander to such debased tastes as crave views of intoxicated monkeys and poisonous underwear, together with the recognition of the best art of such men as Eddy and Nankivell, is, I admit, one of the seven wonders of Gotham.

I NOTE that Maxfield Parrish, whom poster collectors know as the most sistent prize-winner in competitions—the Century, as well as the Pope persistent prize-winner in competitions Manufacturing Company, having awarded him prizes in contests coming within a few weeks of each other—is doing a great deal of work for Scrib-The Christmas cover is by him, and his designs are largely used on the circular work of the house. A recent book-cover of his is the design on "Free to Serve," a historical romance lately put out by Copeland & Day, Blanche M'Manus has done covers for "The Humors of Cycling," and for Mr. Richard Mansfield's "Blown Away," though neither of them, either in drawing or effect, has much merit. Mr. Will Bradley shows, in the cover for Mr. Stanley Waterloo's new story, "Ab," the artistic value of mere lettering. In general, the enthusiasm for posters and the art of that school can at least be said to have done this much in America: It has notably improved the externals of our books.









A DECEMBER POSTER.

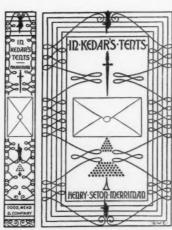
PHILMAY'S GRAPHIC PICTURES



BOOK COVER, BY PHIL MAY.



POSTER, BY HARE & Co., LONDON.



BOOK COVER, By George Wharton Edwards.



BOOK COVER, By Theodore Brown Hapgood, Jr.

DANA'S SUMMER HOME.

NE secret of Mr. Dana's remarkable good health and buoyancy of spirit undoubtedly lay in his fondness for the simple pleasures of the home and outdoor life. The scenes here illustrated surrounding his summer place indicate the direction of his taste and recreations.

The Dosoris estate is located on a little island about fifty acres in extent, in the sound, close to the Long Island shore, three miles from the little town of Glen Cove, and about



Photo by Burt H. Vernet

MR. DANA'S HOME AT DOSORIS, LONG ISLAND.

twenty miles from New York. Dosoris Island is so named because it was once a wife's dowry; hence the Latin *dos uxoris*. The place was bought by Mr. Dana after his return from Chicago to New York.

The mansion itself, which has been greatly modernized and enlarged, faces the shore and can be seen through the foliage from boats plying the waters of the sound. Here it was that Mr. Dana gave free play to his love for landscape gardening, and the arrangement of shrubbery and foliage, of broad lawns and distant vistas represent the study and planning of his leisure hours. It has been said that the proprietor of Dosoris Island was an artist who might have been a distinguished landscape gardener if he had not been a great editor. A drive through the gateway leads down the beautiful road lined with trees of many varieties, planted there to reproduce the arboreal effects of many climes. In this Mr. Dana found his greatest enjoyment, and Dosoris is today as celebrated as an arboretum as it



Photo by Burt H. Vernet.

THE OLD INN NEAR DOSORIS.

is famed for the beauties of nature which have been so carefully cultivated.

Life of all kinds thrived there. Horses, cattle, dogs and feathered animals were all a part of the environment and a

means of recreation to the great editor. But his children were his special delight, and many a happy hour he spent driving them about in a one-horse wagon, in rowing or sailing them on the sound, or gathering shells on the shore. He once wrote to a friend: "There's no delight like that in a pack of young children—of your own. This affection gives all and asks nothing. The man who hasn't half a dozen young children about him must have a very mean conception of life. Besides, there ought always to be a baby in every house—a home without a baby is inhuman."

The interior of his home was another faithful picture of his tastes and enjoyments. His collection of Chinese porcelain, his paintings representing the art of the Barbizon school, and his library, were as dear to him as were his trees. In the midst of these refined diversions and enjoyable treasures, surrounded by companionable friends, the great journalist kept fresh to the ripe age of 78 that bright wit and genial spirit that seemed to permeate and lend its character to the pages of the luminary of metropolitan journalism.

We are indebted to Mr. Burt H. Vernet, of Brooklyn, N. Y., for the photographs from which the half-tones accompanying this article were made.

WILL OF CHARLES A. DANA.

The will of the late Charles A. Dana was offered for probate in Jamaica, L. I., November 6. It shows that he left property valued at between \$1,000,000 and \$1,250,000. This, with the



Photo by Burt H. Vernet.

ENTRANCE TO THE DANA HOMESTEAD.

exception of his stock in the *Sun* corporation, which is held in trust for the widow's benefit, is bequeathed to his widow. The estate includes a beautiful piece of property on the shore of Long Island Sound, which stands clear of any incumbrance and is valued conservatively at \$1,000,000. The will, in part, is as follows:

I give, devise and bequeath all my estate, property, real and personal and mixed, of every kind whatsoever and wheresoever situate, excepting only the shares of the capital stock of the Sun Printing and Publishing Association which at the time of my death I may own or hold, to my wife, Eunice MacDaniel Dana, in fee absolutely and forever.

The said capital stock of the Sun Printing and Publishing Association I give and bequeath to my son, Paul Dana, for and during his natural life, in trust, to collect the income, issues and profits thereof and to apply the same (first) to the use of my said wife, Eunice, during her natural life, and (second) after her death to pay over such income, issues and profits to my four children—Doe Dana Underhill, Ruth Dana Draper, Paul Dana and Eunice Dana Brannan—share and share alike.

Upon the death of my said son Paul I give and bequeath the said capital stock of the Sun Printing and Publishing Association to my said wife, Eunice, absolutely and forever, if she be then living. If she be not living at the time of the death of my said son Paul, then I give and bequeath the said capital stock of the Sun Printing and Publishing Association to my children then living, and the issue of any deceased child, which issue may then be living (including the issue of my said son Paul).

(including the issue of my said son Paul).

In case my son Paul shall at any time deem it wise to sell said capital

stock of the Sun Printing and Publishing Association, or any part thereof, I hereby authorize and empower him so to do.

Mr. Dana's fortune was accumulated as the result of the business direction of the Sun in the thirty years that he was president of the corporation. It is safe to report that Mr.



Photo by Burt H. Vernet.

DANA'S ISLAND, FROM THE MAINLAND.

Dana, in the years of his management, beginning in 1868 and ending 1897, received as his share of the profits and as salary, not far from \$2,000,000.

EUGENE FIELD'S TRIBUTE TO MR. DANA.

Eugene Field was a warm admirer of Dana. In his "Little Book of Western Verse" the following is given:

MR. DANA OF THE NEW YORK SUN.

Thar showed up out'n Denver in the spring uv '81 A man who'd worked with Dana on the Noo York Sun, His name wuz Cantell Whoppers, 'nd he wuz a sight ter view Ez he walked inter the orfice 'nd inquired fer wurk to do. Thar warn't no places vacant then, fer be it understood, That wuz the time when talent flourished at her altitood; But thar the stranger lingered, tellin' Raymond 'nd the rest Uv what prodigeous wonders he could do when at his best, Till finally he stated (quite by chance) that he had done A heap uv work with Dana on the Noo York Sun.

Wall, that wuz quite another thing; we owned that ary cuss Who'd worked fr Mr. Dana must be good enough fer us! And so we tusk the stranger's word 'nd nipped him while we could, For if we didn't take him we knew John Arkins would; And Cooper, too, was mouzin round fer enterprise 'nd brains, Whenever them commodities blew in across the plains. At any rate we nailed him, which made ol' Cooper swear And Arkins tear out handfuls uv his copious curly hair; But we set back and cackled, 'nd hed a power uv fun With our man who'd worked with Dana on the Noo York Sun.

It made our eyes hang on our cheeks 'nd lower jaws ter drop Ter hear that feller tellin' how ol' Dana run his shop; It seems that Dana wuz the biggest man you ever saw, He lived on human bein's 'nd preferred to eat 'em raw! If he hed Democratic drugs ter take, before he took 'em, As good old allopathic laws prescribe, he allus shook 'em. The man that could set down 'nd write like Dana never grew, And the sum of human knowledge wuzn't half what Dana knew; The consequence appeared to be that nearly every one Concurred with Mr. Dana of the Noo York Sum.

This feller, Cantell Whoppers, never brought an item in, He spent his time at Perrin's shakin' poker dice for gin. Whatever the assignment he wuz allus sure to shirk, He wuz long on likker, and all-fired short on work. If any other cuss had played the tricks he dared ter play, The daisies would be bloomin' over his remains today; But somehow folks respected him and stood him to the last, Considerin' his superior connections in the past; So, when he bilked at poker, not a sucker drew a gun On the man who'd worked with Dana on the Noo York Sun.

Wall, Dana came ter Denver in the fall uv '83,
A very different party from the man we thought ter see,
A nice 'nd clean old gentleman, so dignified 'nd caim,
You bet yer life he never did no human bein' harm!
A certain hearty manner 'nd a fullness uv the vest
Betokened that his sperrits 'nd his victuals wuz the best,
His face was so benevolent, his smile so sweet 'nd kind,
That they seemed to be the reflex uv an honest, healthy mind;
And God has set upon his head a crown uv silver hair
In promise uv the golden crown he meaneth him to wear.
So uv us boys that met him out'n Denver there wuz none
But fell in love with Dana uv the Noo York Sun.

But when he came to Denver in the fall of '83,
His old friend Cantell Whoppers disappeared upon a spree;
The very thought uv seein' Dana worked upon him so
(They hadn't been together fer a year or two, you know),
That he borrowed all the stuff he could and started on a bat,
And, strange as it may seem, we didn't see him after that.
So, when ol' Dana hove in sight, we couldn't understand
That he didn't seem to notice that his crony wa'nt on hand;
No casual allusion, not a question, no, not one,
For the man who'd "worked with Dana on the Noo York Sun!"

We broke it gently to him, but he didn't seem surprised,
Thar wuz no big burst uv passion as we fellers had surmised.
He said that Whoppers wuz a man he'd never heerd about,
But he mought have carried papers on a Jarsey City route;
And then he recollected hearin' Mr. Taffan say
That he'd fired a man named Whoppers fur bein' drunk one day,
Which, with more likker underneath than money in his vest,
Had started on a freight train fur the great 'nd bounding West.
But further information or statistics he had none
Uv the man who'd "worked with Dana on the Noo York Sun."

We dropped the matter quietly 'nd never made no fuss, When we get played for suckers, why, that's a horse on us! But every now 'nd then we Denver fellers have to laff To hear some other paper boast uv havin' on its staff A man who'd "worked with Dana," 'nd then we fellers wink And pull our hats down on our eyes 'nd set around 'nd think. It seems like Dana couldn't be as smart as people say, If he educates as many folks 'nd lets them get away; And, as for us, in future we'll be very apt to shun The man who "worked with Dana on the Noo York Sun."



Photo by Burt H. Vernet.

A VIEW FROM THE ISLAND.

But bless ye, Mr. Dana! May you live a thousan' years. To sort o' keep things lively in this vale of human tears; An' may I live a thousan', too—a thousan' less a day, For I shouldn't like to be on earth to hear you'd passed away. And when it comes your time to go you'll need no Latin chaff Nor biographic data put in your epitaph; But one straight line of English and of truth will let folks know The homage 'nd the gratitude 'nd reverence they owe; You'll need no epitaph but this: "Here sleeps the man who run That best 'nd brightest paper, the Noo York Sum."

To get the trade of some men you must go at them like a streak of lightning, and for others you must be social, at ease, indirect and in no hurry. This says study men.—S. O. E. R.

PRINTING AND PUBLICITY PROBLEMS.

BY MUSGROVE.

Herein will be criticised each month samples of printing intended to make publicity for the users thereof. The samples will be criticised from the technical point of view of the printer and the advertising expert. All samples for this department should be marked "MUSGROVE."

To CLAIM originality is dangerous. To be original is more so. When you are the latter, you always have to keep it up or be condemned; as to the former, you must live up to your claim or be the laughingstock of fools. The Hill Printing Company, Eustis, Florida, send out a little green slip with this on it:

WE HAVE ORIGINALITY TO SELL.

Will you buy it, or the imitation? Remember, there is shoddy in printing as well as in clothing, and its user is subject to keen criticism—he travels within a limited sphere, but his printed matter goes broadcast, where his personality cannot soften adverse impressions.

HILL PRINTING COMPANY, Eustis, Florida.

We print, you prosper.

Now, this little slip in itself gives the lie to the claim. It is not original. What is said there has been said by hundreds of printers every day for years. What is said is true enough, and very good advice, too, but it is not original. My advice to a printer is never to claim to be original, just claim to be different from the other fellow, and then go ahead and be different. Don't be different at the expense of goodness and sense. Remember that the user of printers' ink wants to be advertised, and people don't care so much about good printing as they do about good sense. The blotter sent by the same company is a piece of good printing, but the written matter is very poor. I would advise the Hill Printing Company to draw in their claims a little, or get something new and effective, but especially to remember that there is "nothing new under the sun," as Mr. Haigh, whose clever blotters have been reproduced in these columns, will tell you through his recent letter to Mr. Woodward, of the Acme White Lead & Color Works, as follows:

Mr. A. M. Woodward, Detroit, Michigan: November 5, 1897.

DEAR SIR,—Your remarks in the November Inland Printer have been read by me. Your claim for originality is all right as far as I am concerned. If, however, your idea was to intimate that I copied the "Flag" and "Knot" from your series. I will have to register a good-natured kick—for so far as I know they were entirely original with me in their individual use, and I can furnish substantial proof of the fact. I do not make any claim as to the originality of the calendar idea in the September issue, nor did I care to convey that idea. Those that have been reproduced by THE INLAND PRINTER were, to the best of knowledge and belief on my part, original—not the idea of the calendar, but the use of the different articles in connection. Had I copied them, "my gall would be sublime" in sending them to a paper with such wideness of circulation as has THE INLAND PRINTER. I should be pleased to

I am not aware of the fact, as I ran across the idea while going through the store of a concern that handles everything. I inclose my October and November calendars. I don't believe you have ever used either. If you have, then I must say it is indeed most singular. The November could be improved upon, but time was short, and I had to think and work quickly.

My idea in writing you is that I wish it understood plainly that the calendars referred to by you, and a number of others which I might mention, were never, to my knowledge, used by anyone in a similar manner. Very truly.

FRED W. HAIGH.

I should congratulate both Mr. Woodward and Mr. Haigh upon their cleverness, and in passing would observe that I cannot see wherein Mr. Haigh has transgressed any moral law if he had taken Mr. Woodward's ideas. There should be no exclusive property in an ad. intended for local use. If any

P.S.

*PRINTING PLATES POSSESSING PRE-EMINENT-LY PERFECT PROTIT PRODUCING POSSIBILITIES, PRODUCED PROMPTLY.

"PICTURES PURSUING PROTIT," TELLS THE REST OF THE TALE. FREE TO THOSE USING ENGRAVINGS.

AMERICAN MACHINIST, 256 BROADWAY.

"When in need of the very cheapest sort of engravings, don't write about the solution of the proper kind."

P.S.

man thinks so I advise him not to send his ads. to this department, because this is an open court where ideas are exchanged to be used at will by my readers. Mr. Haigh says he would not send any of his blotters for a 5-cent stamp. I am sorry, as I should like to have such work placed in the hands of the up-to-date printers.

WILL some one please tell me what this ad. is about? I've been puzzling over the thing for a long time, but I cannot make head or tail of it. I suppose it is an engraving concern; it may be an incretyping firm—or, what is it?

The ad. is absolutely absurd, yet it is set faultlessly. It is very pretty and would catch the eye.

e e e

GLOBE Printing House, Terre Haute, Indiana: Your blotter would not attract any attention from the discreet user of printers' ink. It does not stand out at all.

st st st

I SUPPOSE this blotter is made to pay, or it may be that the ads. are put on it out of compliment to those who have their printing done with the Fraley Eagle Printing House. If it is the latter, it is a good move. These little attentions should

118-11 8 E. Water 8t. FRALEY'S EAGLE PRINTING HOUSE. 116-118 E. Water 8t. The SILSBEE FURNITURE end UNDERTAKING CO ROBINSON BUILDING. Night Call, 280. + • The summer time is over, The long bright days are past. The leaves are falling from the past. DIRMAN & M Carroll What host has the stree one who boards a ship. NAME OF THE PARTY The harvest-time has come and gone The corn is gathered in. The swallows, too, have disappeare Ere winter snows begin. The world does'nt seem all whe man who is himself all right. er Street. Why do women like the heat of an operate? Because it is a great beauti-fier. Quickly and Artisticly removed Hair Cut and Shampoo at Bulliwan's Size Chair Shop, 126 Rast Water Street. The more rapidly a man goes, the moikely he is to be overtaken by misfortu en thought srikes me, let u Hovember-1897. Laundry, BE SEATED—To rest with case at he evening party you should send to 2:8 East Water Street, and get Zimmerman's On what day of the year dow 5 2 3 4 The lawyer and the photographer both Because each line of poetry begins with a capital it is no proof that if, is capita 9 12 10 11 8 To have the same likes and d this, in a word, is firm friendship Everybody in this world wants ing, but none more than ourselve Remember that it is a mark of good breeding to thank a person for a gift the day it arrives. 14 15 16 17 18 19 Steam day it arrives. It is too bad that about the only endering thing connected with a manu a life is Local-Basech of keys on a string from Value is the difference between a life is North at the difference between a life is to which is the difference between a life is to which is the difference between a life is to which is the difference between a which is with a life in the powder in the face. The control of the co 21 22 23 24 26 25 28 29 30 world. Whe stehmb Lipon ed, atti Why Why World Why Why is most ast at? A walki Rew invention—buttonless shirts. Nit. Why does a woman lose time after she spread to ride a bike. Why does a woman lose time after she carned to ride a bike. THE ENGINEERING WATER TO SEE THE PARTY OF TH BISHOPS ELECTRIC AND MA Whole truth, but all that you tell should be gleentificative truth. Why are saloon-keepers like lambs? Be-cause they stand behind their bar. (Bahl) Use Washburn Crosby's Rither issex your card or write a note by the truth. Some many texts have you, asked a designated in the construction of a blogging of a blog Gold Medal Flour, Pather Time carry a scythe Best in the World! couse a man gets into hot water son that his friends should tree Stoth by Or J. H. McNaney, Agent. Excursion Tickets Everywhere at Lowest Rates, via: Dream & With Roll Res

furnish you with samples of some of my latest, and if there is any similarity between yours and mine, I must confess "great minds run in the same channel." The idea of using the calendars was first suggested to me by a customer of mine, who practically furnished me the copy of the one, "Put this in your pipe and smoke it." I saw at once that it was just the thing, and have never regretted starting in, for my business increase I attribute almost entirely to them. My December calendar I have now in mind. If you have ever used it

pay — I have always found that they did. There's a very good hint in this blotter for the printer in small cities and towns.

اد عد عد

When you use a cut on a piece of advertising pray have it germane to the wording, or don't use a cut. The practice of

some advertisers in filling up a page with a cut just because it is a pretty picture, is bad policy. It helps nothing, and in an ad. what doesn't help retards—I have said that before. A picture that has an ad, in it is all right, but an ad, with a picture in it is all wrong.

HERE'S an oddity from the Sanderses, 144 Maiden Lane, New York City, that should be found effective. The mechanical oddity is its main attraction. I cannot say very much for





the contents of the "Bimestrial Leak." It all sounds strained and affected. There seems to be such a woe-begone and futile attempt to be funny. Better keep to good, old-fashioned sense, Sanderses, and blow your own horn; but don't put on a false face and a harlequin's garb to do it. We may laugh at you, but we won't have you do our printing. You're too busy being funny to give us much attention.

C. S. STRAIN, Columbus Grove, Ohio: Your blotters are unequal. The one with the November calendar on is by long odds the better. The other one is absolutely lacking in distinction, being too crowded and bold and trite in its wording. Borrowed brains are better than no brains at all-hence your other blotter is better than the first.

THE Blade Printing Company, Oceanside, California: Your blotter has a good point and is well set, but a combination of brown and red ink would have made a better and richer Se. Se. Se.

HEATON & WOOD, 1622 Chestnut street, Philadelphia, have just issued a beautiful booklet treating of parquetry floors, end-wood mosaic and grilles. It is one of the most beautiful pieces of typographic work that has come to my hands in a long time. "The House Beautiful" describes in easy, graceful phrasing the advantages of hardwood floors. Its high tone, the beauty of the pictured home interiors and exteriors, the exquisite ensemble, all go to make up a most effective piece of booklet work. The writing of the advertisement is in perfect accord with the mechanical excellence of the work. I should say that such a book should sell goods for Heaton & Wood, and that it will appeal to a large element in the cultured and refined public to which such a booklet should go, as something interesting and readable.

St 30 30

CURRAN S. JOHNSON, 29 North Vermilion street, Danville, Illinois: Your blotter is neat. Put some more thinking into what you put on it, however. People do not care so much about your name as they do about what you do, and if you can do it better than the other fellow. Keep your name for the end of your blotter and do not crowd the rest of the blotter so that you may set your name in 72-point De Vinne, as some printers take a delight in doing.

Monroe County News, Albia, Iowa: The blotters are good in the main. They have ideas and they are well set, although they have no startlingly original thing to commend them. Your folder is good, and if you send it around to your people it should do you good. The folder is neatly set. The blotter

> about the subscribers is better. It is neater, there is less to read, and it makes its point stronger. I would suggest that you keep at it along the lines of that blotter - giving figures. Figures are what the advertiser wants, and once in awhile tell about how well you are serving your advertisers.

OLIVER WATSON, 60 John street, New York City: The circular you send is old style - too old style for a firm like yours. Why don't you get out a booklet in the form of a check book, with a few pages of written matter describing your peculiar methods, and make it something that will be looked at and kept?

26 26 26

HERE's something a little different from the average printer's ad.:

The originators of the scheme say:

HOUSTON, Texas, November 3, 1897.

DEAR SIR,—We sent you by yesterday's mail'a little scheme that we think is original, namely, a card with "File your bills here" with interchangeable dates for pay day. After sending the boy out

with them I casually dropped around to several of the places we sent them and noticed that everyone, without exception, had them up in a prominent place in their office, and we have had numerous calls for them by parties



we missed. While we use the desk scratch pad as an advertising; medium with good results, still we think this beats it.

Yours truly. CUMMING & SONS. The inclosed circular, an exact reproduction of a letter we received in

regard to a job we did, was also a trade-winner, as we traced more work from it than anything we ever got out and we have followed the plan up since. The scheme is good, but I do not think much of the make-up of the card. It is atrociously displayed, and badly printed. Cumming & Sons should get out a new lot and I would suggest using but one face of type and one color of ink.

N N N

PIERSON, Flint, Michigan: Your November blotter would have been better if you hadn't said so much on it. Put out your blotters so that they will strike. In order to strike, take up a single phase of your business and talk about *that*. Remember, too, Mr. Pierson, that the mere fact that your name is Pierson hasn't the least particle of interest for the people of Flint. Tell them what you can do, and let them know your name is Pierson afterwards.

A 32 38

Whenever you do anything that attracts attention favorably from a customer, get out a reproduction of it and send it around with a short note from yourselves calling attention to the good words.

HARRY C. SMITH, 93 Columbia street, Lafayette, Indiana: The circular you sent is very bad. Stock cuts like the ones you have used are so palpably "stock" that they do not take. Never, never use such cheap paper, or you will constantly meet with—"What's the use of using such good paper—you don't?" What can you say? Your card is well done, but you should have used but two colors. The typographical display is good, but a little crowded. Do not cut a card up into blocks, and do not put periods after display lines.

N N N

Mountain Democrat, Paceville, California: The batch you send me for criticism is in the main good for the facilities you say you have. You have rather too great a faith in colors—that makes your own bill-head and letter-head inartistic. Do not be afraid to leave white space. It looks better than type, sometimes. The letter-head of The Pioneer Hardware Store is the best of the lot.

CAYCE & TURNER, Martin, Tennessee: The blotter you send me is much better than your previous effort in set-up, but it is absolutely uninteresting in wording. Merely good printing will not do everything. It is like a dude—all clothes and no brains. You should not use such a blotter. Your letter-head is good. Get some good matter for your blotters, then go ahead. A booklet once in a while would not hurt, either, and possibly a folder, but use the blotters all the time.

DE DE DE

"One-Hoss Job Printer": The ads. you send are much better set than they are written. The ad. of G. Oehler is the best. There is one thing I would caution you against: the use of ornaments in newspaper ads. Study the pages of the type founders' circulars that are sent to you. The lesson they teach is the use of ornamentation in series, and in every case special ornaments to suit the special letter to be used. You use too many faces of type in your ads., too. There is hardly an ad. that requires more than one face to bring out its lines. The Bieri & Gohde ad. is especially bad in the matter of too much ornamentation. Do not think because you have a small office that you must use all you have in it on the ads. you set.

HOW SHE PRINTED IT.

Gen. J. S. Smith, of Maine, tells how he published a paper without a press, in Bath, Maine, many years ago: "When I'd get my paper all set up and ready for the press I'd lay the type on a washstand, get it all leveled down well in the chase, or the frame in which 'twas locked up, and then I'd call in the hired girl. She weighed about 210 pounds when she sat down. That's what I wanted-sitting-down weight. So after the hired girl came in I inked the type, laid over it the sheet of paper and on top of that the blanket, and then I politely invited the hired girl to sit down on the washstand - 210 pounds, remember. The result was just as good an impression as you could get on any \$100 hand press made in the United States. My edition in those days was about 200 copies, and the hired girl was good for the job at one sitting-no, at 200 sittings. And she took an interest in it, too, and was just as ready for business every publication day as a \$20,000 perfecting press would be."-New York Tribune.

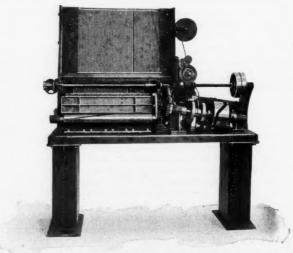
THE COX TYPESETTING MACHINE.

THE well-prepared booklet issued by the Cox Typesetting Machine Company, descriptive and illustrative of the latest "one-man" typesetting and justifying device—the Cox Typesetting Machine—after giving a short review of typesetting machinery in general, points out the advantages of the Cox in economy and adaptability. We give the following condensed account for the convenience of our readers. Speed, economy and simplicity are secured by making the machine



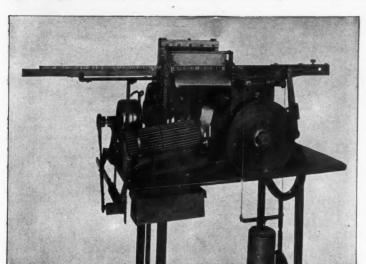
THE COX TYPESETTING MACHINE-FRONT VIEW.

virtually three machines. This prevents one part of the mechanism from limiting the operation of the others and increases the output of batteries without proportionately increasing the cost. Thus one distributer will serve two or more composing machines and one discarder will serve five composers. As will be noted in the illustration they are very symmetrical and compact. The keyboard has a sensitive action and convenient arrangement, and the copy is in the direct line of vision. The keyboard can be locked by the pressure of a button, prevent-



THE COX TYPESETTING MACHINE-REAR VIEW.

ing any type being ejected during any temporary absence of the operator. The assembled type is in a convenient position for the operator to scan and correct before justification. Leading is done automatically, and is a valuable feature of the machine, as matter can be set solid or leaded at will, and the change can be made almost instantly. The machine can be adjusted to set any length of line from 13 to 26 ems in a moment's time without readjusting cams or gears. An indicator in a convenient position assists the operator in determining the length of his line, and a bell announces when it has



THE COX SPACE DISCARDER AND LEAD ELECTOR.

reached its limit. Automatic throw-off devices are employed throughout the machine, thus guarding against breakage of type as well as injury to any part of the mechanism, thereby dismissing any strain on the operator's mind as to what might happen in the event of any mistake on his part in manipulating the machine. The most important function of justification is performed by the mere pressure of a lever. The assembling of type is not retarded in the least by this operation. An average speed of 4,000 ems per hour has been attained repeatedly, but the machine is limited only by the ability of the operator.

The justification is accomplished by the use of corrugated spaces, instead of the straight spaces of a foundered font. The spaces separate the words in the line more than is necessary,



ILLUSTRATION No. 1. Showing line of type before justification has taken place.

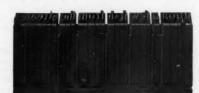


ILLUSTRATION No. 2.

Showing line of type after justification has taken place.

but can be compressed laterally from their normal size when corrugated (which is about the thickness of an en space) to that of the thin space.

To accomplish justification by this method it is necessary that each line be overset—that is, longer than the measure desired. Then by suitable mechanism the line is compressed, the corrugated spaces yielding uniformly while the compression is taking place until the line reaches the proper length. (See illustrations Nos. 1 and 2, showing line assembled with corrugated spaces between the words before compressed and after the compression has taken place.) This cut shows the limit

before and after compression. This line would be accurately justified and rigidly spaced if its length had not called for the extreme limit of compression. The spaces are made from a lead ribbon fed from a reel placed on the typesetter immediately over the space-making device, which operates only when the spacebar is depressed.

To operate the space discarder the type is placed in the galley of the machine. The first function performed after the discarder is set in motion is to separate a single line of type from the dead matter in the galley and simultaneously eject the lead (if leaded) into the lead box, the line being moved along horizontally until it is directly in front of the mechanism which ejects the spaces and quads from the line of type. This is accomplished by the space discarders or "feelers," which insert themselves over the tops of the spaces and quads, forcing them from the line. It then passes out of the machine into the individual channels ready for the distributer. The quads are separated from the spaces and automatically stacked in channels ready for

use in the typesetting machine. As spaces and quads average about one-fifth of the matter, it will readily be seen that a great portion of the distribution is accomplished by the discarder, which is capable of handling dead matter for five

typesetters, having proved its capacity to be more than 30,000 ems per hour.

The distributer is simple in construction and speedy in operation, and has proven its ability to distribute for two typesetters. Ten thousand ems per hour is a conservative claim for its product. This speed can be maintained constantly. Test runs of one hour each have resulted in a distribution of over 17,000 ems for that limited period. This great speed is attained by the duplication of test wards of letters most used in the font, such as e, o, t, h, n, etc., so arranged as to catch all common syllables and short words in routine. A high

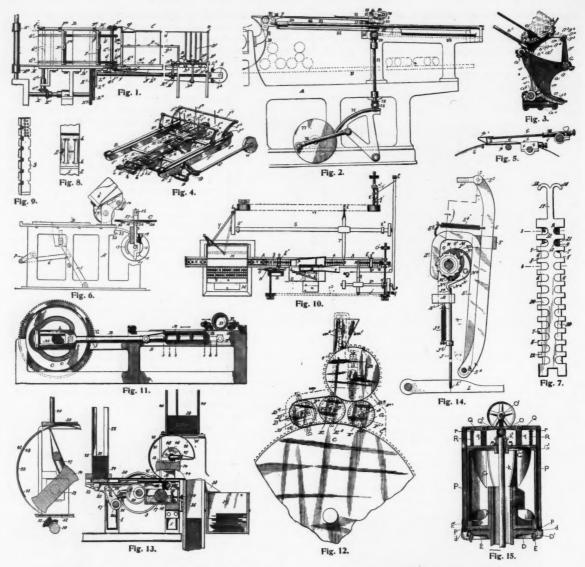


THE COX DISTRIBUTING MACHINE.

rate of speed is not necessary to insure a large product, as the machine is so constructed as to enable the operator to load it with matter to be distributed while it is in operation.

A most important feature embodied in this machine, not to be found in other distributers, is the mechanical means for automatically cleaning the test wards while the distributer is in operation. This is a most important function and has reduced the breakage of type to a minimum.

Arrangements are now being perfected to manufacture the Cox machine on a large scale. Special machinery will be required in order to turn out machines economically, and to enable the company to place the machine on the market at a moderate price. Particulars will be given concerning these matters within a short time.



PATENTS OF INTEREST TO PRINTERS.

BY CHARLES M. CHAPMAN.

The work of the United States Patent Office during the month of October ast, relative to the art of printing, is illustrated by the following conspectus of patents granted:

FEEDING AND DELIVERING.

The delivery attachment for web printing presses of Fig. 1, is the invention of Mark N. Cormack, of New York City, assignor to Louis Klopsch, of New York City. The folded sheet is delivered free from smut or smear occasioned by contact of the freshly printed sheet with the folder or delivery surface, and in such manner as to enable it to be readily inspected, and allow the ink to set before passing the sheet to the receiving box.

The sheet delivery mechanism of Fig. 2 is the invention of Thomas M. North, of Brooklyn, New York, assignor to Robert Hoe, Theodore H. Mead, and Charles W. Carpenter, of New York City. It prevents the freshly printed surfaces from being smutted, and delivers the sheet right-side up. The carriage has rotating devices operating by nipping contact to hold the sheet during the outward movement of the carriage, and to roll the sheet from the latter to the piling table during the return stroke.

The feeding device of Fig. 3 is the invention of Charles G. Harris, of Niles, and John F. McNutt, of Warren, Ohio, assignors to The Harris Automatic Press Company, of Niles, Ohio, it relating particularly to presses for feeding envelopes to the printing mechanism, with the back side upward to receive the impression.

Charles G. Harris, of Niles, Ohio, is the inventor of the feeding mechanism of Fig. 4. The cards or envelopes are fed from the bottom of the pile by pointed projections, and the stack is held by improved means during the feeding operation.

COUNTING AND REGISTERING.

The registering device of Fig. 5 is the invention of Abner Greenleaf, of Baltimore, Maryland. The edge and top gauges are made separate, the former being adjustable to and from the gripper line, and secured to the cylinder, and when once set moves with the cylinder.

Fig. 6 shows a counting mechanism for printing presses, the invention of Lucas C. Clark, of Plantsville, Connecticut. The work is automatically received in piles until a given number is deposited, then moved out of the way, but allowed to remain on the receiver to dry, and finally brought to a position for removal by the operator, or some device for that purpose.

TYPOGRAPHIC PLATES.

Alexander S. Capehart, of Bismarck, North Dakota, has obtained a patent for a matrix-bar, and the method of producing the same. This method consists in forming the bar with straight line entrances, fitting type dies to the rectilinear edges of the entrances, and electro-depositing metal about the type characters. Fig. 7 shows a matrix-bar partially completed, the intaglio characters being on opposite edges of the bar.

Alexander S. Capehart has also obtained a patent covering a matrix-bar, or plate, having an intaglio type character opening laterally through a side surface of the bar and a thickened wall at the opposite side. Fig. 8 is an edge view of a portion of a bar depicting the invention.

The matrix-bar for line-casting machines shown in Fig. 9 is also the invention of Alexander S. Capehart. The "side-box matrix-bar" is provided at one edge with a plurality of intaglio characters, and supplemental similar characters, each accompanied by a diacritical mark which shows at a glance the particular stop-bar to be shifted to assist the bar properly to place a particular character at the edge of the line being composed.

George R. Cornwall, of Port Chester, New York, assignor, by mesne assignment, to the Cornwall Printing Press Company, of New York City, has

obtained a patent for a process of preparing aluminum plates for surface printing. The outer shell of the metal is first removed, either chemically or mechanically; then the plate is treated with an alkaline solution sufficient to dissolve any greasy material that may be on the surface or in the metal, the alkali being then washed off; then the plate is dipped in an acid bath consisting of nitric and hydrofluoric acids, thus removing all earthy materials; cold water is then applied and subsequently a neutralizing solution to wash the plate.

Two patents have also been granted for making or casting type or typebars, one to John J. C. Smith, of Passaic, New Jersey, for making type of hard bronze metals by a casting process; and the other to Charles Sears, of Cleveland, Ohio, for automatically forming type-bars from a supply of previously prepared matrix blocks.

INVOLVING VARIOUS IMPROVEMENTS.

Fig. 10 shows an attachment for machines for justifying type, being the invention of Charles W. Bowron, of Oshkosh, Wisconsin. This attachment includes automatic means for keeping the words separated as a line of type is being set; then after ascertaining the amount of space-filling necessary, inserting the required thicknesses of space-filling between the words so kept separated.

The flat bed printing press of Fig. II is the invention of Henry F. Bechman, of Battle Creek, Michigan, assignor to the Duplex Printing Press Company, of Battle Creek, Michigan. The stroke of the reciprocating cylinder is shortened, reducing the necessary length of the machine and increasing the speed. The reciprocations of the bed and cylinder are non-synchronous.

The inking device of Fig. 12 is the invention of Judah T. Robertson, of New York City. The ink is applied, from a fountain, to the plate carrier, through an intermediate belt carried in engagement with the plate carrier, by a series of independently adjustable rollers.

The machine for printing by stencil cards, shown in Fig. 13, involves improvements made by Frank D. Belknap, of New York City. Means are involved for guiding the stencil cards to the point of tangency of the two rollers which revolve at the same speed, one of which carries the ink and is of special construction.

Fig. 14 illustrates an improvement in typesetting machines invented by Charles W. Dickinson, of Belleville, New Jersey, assignor to the Empire Typesetting Machine Company, of West Virginia. The action of the levers, actuating the plungers, is more delicate, and the power in the machine is utilized for facilitating the operation of the plunger keys and completing their action when once set in motion.

The test-plate cleaner of Fig. 15 is the invention of Paul F. Cox, o Chicago, Illinois, who has assigned to the Cox Typesetting Machine Company, of Chicago, Illinois, and is designed for application to the type-distributing machines covered by certain other patents to the same patentee. It involves automatic mechanism for cleaning the test plates and operates continuously during the operation of the distributer.

BOOKS, BROCHURES AND PERIODICALS.

In this department special attention will be paid to all publications dealing entirely or in part with the art of printing and the industries associated therewith. While space will be given for expressions of opinion on books or papers of general interest which may be submitted for that purpose, contributors will please remember that this column is intended in the main for reviews of technical publications. The address of publisher, places on sale, and prices should be inclosed in all publications sent for review.

A NEW encyclopædia, published by Funk & Wagnalls, is promised at an early date.

A NEW edition of Zell's Cyclopædia will soon be issued by the Syndicate Publishing Company, of Philadelphia.

A SPECIAL exhibition room for the history of printing will be one of the features of the new public library to be erected in New York City.

It is somewhat of a stock joke the bookseller tells of the Irish farmers who wished to improve their breed and ordered the "Essay on Irish Bulls" by Richard and Maria Edgeworth.

"Barbara, Lady's Maid and Peeress," by Mrs. Alexander. Philadelphia: J. B. Lippincott Company. Without sensationalism, Mrs. Alexander has the faculty of telling an interesting story attractively, and the handsome dress in which the book is placed by the publishers must commend it to appreciative readers.

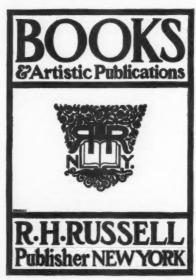
Bound volumes of the periodicals relating to the printing and publishing industries are the most valuable of reference books for the library of the newspaper office. *Newspaperdom*, which recently completed its fifth volume, is one of those periodicals that has become indispensable to every well-regulated newspaper. Every column bristles with practical suggestions

on reporting, editing, advertising and business management in general. The new bound volume just out makes an attractive book. Good paper and good printing throughout the year have produced a work that is well worth preserving.

DATES in lavish abundance are to be found within the covers of a handsome circular just issued by A. Zeese & Co., Chicago, entitled "Calendar Plates, 1898." Many new and attractive designs for the new year are exhibited, but all of them show the same chaste and neat style that have heretofore marked the plates issued by this house.

ART of the billboards has a new journalistic exponent called Display Advertising. It contains many striking illustrations of recent poster art, and presents all the news items and other matter entertaining or of interest to the trade. In typographical appearance it can hardly be improved upon. It is published by Edward L. Stahlbrodt, in New York City, and Mr. James L. Hoff is editor.

The American Electrician, New York, has an interesting article in its November issue on "Electrically Driven Printing and Binding Machinery," by A. N. Rathbun, describing the equipment of the establishment of the publishers of McClure's Magazine. It is illustrated by half-tone cuts of motor-driven cylinder press, perfecting press, folding machine and covering machine, as well as cuts showing method of gearing motor to the machines, which add much to the value of the subject.



REDUCED CATALOGUE COVER.— DESIGNED BY WILL H. BRADLEY.

INDEXING is the key that unlocks great treasures of literature and must be credited with handing down the following gem to literary immortality. In the index to a law book occurred this entry, "Best, Mr. Justice, his great mind." When the legal student, who wished to ascertain the characteristics of this great intellectual genius, turned to the page he read: "Mr. Justice Best said he had a great mind to commit the witness."

Any work bearing the name of Frederic Remington is sure to reveal such vivid scenes of the wild life of the American Plains that one opens the book and turns the leaves with enhancing interest and eagerness. The book of Drawings just issued from the press of R. H. Russell & Co. is an example of the artist's most spirited work. The large folio, with a cover design in color by Remington, is 12 by 18 inches, and hence, on account of the size of the reproductions, all the charm and value of the original drawings is retained. It may well be called a "comprehensive pictorial history of the vanishing picturesque life of the West." Warfare between the regulars and the red

men in all its endless variety of charges, skirmishing, scouting and ambushing, army life at the front, studies of bucking broncos, the buffalo hunt, the pony dance, and the cowboy are a humorous account of a monkey's wanderings from his jungle world out into the haunts of civilization, where he acts the part of a *jeunesse dorée* young man, learns much, and returns to

enlighten his race. R. H. Russell & Co., New York, are the publishers.

FOLLOWING the style of the old, quaint, illustrated alphabet books, R. H. Russell, New York, announces "An Alphabet" by William Nicholson, the popular edition of which will be placed at \$1.50, and the edition de luxe at \$45. The cover of the announcement is shown herewith.

R. H. Russell, publisher, New York, has produced an "Almanac of Twelve Sports," by William Nicholson, which it is believed is bound to appeal to many as a record or reminder of each season's most popular pastime. It is in three styles. A popular edition, lithographed in colors on stout cartridge paper, price, \$1.25; a library edition, limited, on Japanese vellum, cloth, price, \$3.50; and an edition de luxe, limited, printed from the original wood cuts, hand colored and signed

by the author, price, \$25, net. We reproduce, greatly reduced, the front cover of the announcement.

A SELECTION of the sketches and bright short stories penned by Richard Kendall Munkittrick, that have appeared in *Harper's* and the *Century* from time to time, has been collected and issued in book form under the title of "The Slambangaree, and Other Stories." Each one of these comical descriptions of youthful adventure is sure to produce in the reader a severe attack of risibles.

The pickaninnies disport themselves with utmost freedom and with all the humor they are accused of in the thirty amusing drawings in color that make up the quarto entitled "The Blackberries," published by R. H. Russell & Co., New York. It is an exceedingly attractive book for children. The artist, E. W. Kemble, has placed his little charges in such amusing situations that both young and old will delight in their droll experiences.

THERE is this year a noticeable and decided break from the old conventional illustrated calendars. The Sports and Seasons Calendar, published by R. H. Russell & Co., is one of the most unique of the new styles. The designs are printed in colors as vivacious as the characters of life they interpret, and are by such able artists as C. E. Aldrich, Jay Hambidge, G. Wright, E. Grivaz and Francis Day. It will be specially enjoyed by those who wish indoor reminders of their outdoor pastimes. Seven water-color drawings of "Kemble's Coons" are reproduced on heavy cardboard as a "Coon Calendar," by the same firm. Sambo and Aunt Jemima, and some other of Mr. Kemble's best types of colored life, peer out from these pages with the startling reality of the original.

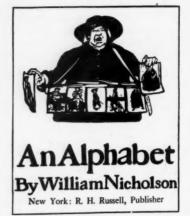
WHEN a great journal undertakes to celebrate its birthday, the event is observed in fitting style. But a trade journal in the printing, paper, or allied trades can always outdo its contemporaries in other trades because it is inspired by a desire to show the most sumptuous results to be obtained from the products and processes it represents. A big roll, looking for all the world like the calender roll of a paper machine, unfolds to our view a 156-page Anniversary Number of the Paper Trade Journal. Upon the cover, which is of light green stock, an ornate design by P. A. Schwarzenbach illustrates nature's way of making paper - the hornet building its nest. The title of the journal and the event celebrated is appropriately worked about the border. An excellent portrait of Howard Lockwood, the founder, adorns the first page, which also contains a sketch of his life. The narrative of the journal's history for the past quarter of a century is preceded by a full-page reproduction of



of twelve Sports

By William Nicholson.

New York: R. H. Russell, Publisher



Two Book Title-Pages

a few of the chapters of this graphic story that bring into being in all its vigor and reality the spirited life of the Wild West. One of the illustrations from this work is shown on page 316.

An admirer of Mr. Charles Dexter Allen, literary editor of the Hartford *Post*, expresses his bibliographical sentiments in the following verse, dedicated to him:

A COLLECTOR'S CATALOGUE.

TO C. D. A.

My catalogue, my catalogue, It is my heart's delight! Of all my "prints" it is the best, The only one just right. But it's a list of noble names A-standing side by side, I've had it printed by De Vinne With bibliographic pride.

To think my Marc Antonio,

The gem of my collection

Or rather it would be the gem
But for this low connection—
Should have the hated name, Ant. Sal.
Engraved right down below!
Which will disfigure any print,
As print collectors know.

Then, too, my Master of the Die Looks like the last one printed, While my most wondrous Wohlgemuth Is spoiled by being tinted.

My Sadlers all have margins clipped, My Visschers are laid down, My Hollar has had such abuse, Makes a collector frown.

Perhaps my Martin Schingauer,
My Rembrandts rare and grand,
Are like my Albrecht Durers—
Done by a modern hand!
My Van den Veldes are precious,
But only so to me,
For they are not by Adrian
But just by Jan den V!

So, I still love my catalogue, It is my heart's delight, Of all my "prints" it is the best, The only one just right. I love to read its noble names, And send it far and wide, I've had it printed by De Vinne, With bibliographic pride.

FORT WAYNE, IND., August, 1897.

L. G. D.

Monkeydom has an appreciative critic in "The Autobiography of a Monkey," told in pictures by the humorous artist, Henry Mayer, and in verse by Albert Bigelow Paine. This is

the first number. This bears the date "May 27, 1872," and exhibits the black creases and other marks of age of the original. On another page are displayed the portraits of the *Paper Trade Journal's* family of editors, correspondents, special writers, officers and managers. The bulk and size of this magnificent production gives internal evidence of the intelligence and ability of the staff of the *Paper Trade Journal*, and to that extent is itself an illustration of its motto: "The Consumption of Paper is the Measure of the People's Culture."

"DEAD SELVES," by Julia Magruder, issued by the J. B. Lippincott Company, is mechanically a very pretty book. The story is founded on Tennyson's lines,

"I hold it truth with him who sings,

To one clear harp, in divers tones,

That men may rise on stepping-stones
Of their dead selves to higher things."

Miss Magruder has arrived at that pleasant stage in authorship where the name of the writer is a guarantee of the merit of the work. The book is comprised in two hundred and sixty pages. Price, \$1.25.

Brevity marks the use of book titles today. But the extended appellations applied to books in the last century certainly had the advantage of interest and of subtle humor. Among the shining examples of this may be mentioned the following titles of books of devotion: "The Spiritual Mustard Pot to Make the Soul Sneeze with Devotion," "A Handkerchief for Parents' Wet Eyes Upon the Death of Children," "Seven Sobs of a Sorrowful Soul for Sin," "Buttons and Buttonholes for Believers' Breeches," "Eggs of Charity Layed for the Chickens of the Covenant." We may add that this style of designation in long-winded wording seems to prevail to some extent in England today.

OF INTEREST TO THE CRAFT.

Many of the large book printing establishments of Philadelphia are running on overtime.

About three hundred printers in New York City have an organization known as the "New York Press Wheelmen."

THE *Printing World*, of London, in quoting from articles in THE INLAND PRINTER by him, refers to Mr. C. S. Partridge as "that eminent stereotyper and electrotyper," a compliment in which all of his American confreres will cordially join.

Frank Pampusch has been appointed editor of the American Pressman, the official organ of the International Printing Pressmen's Union, at Chicago, vice R. D. Sawyer, resigned. Mr. Pampusch comes from St. Paul, and is favorably known in labor circles everywhere. At one time he was labor editor of the St. Paul Globe. He will worthily fill his talented predecessor's position.

The attention of printers is called to the offer of *Good Health*, Battle Creek, Michigan, on another page of this issue. A prize of \$15 is to be awarded to the printer furnishing them with the best suggestion for composition for the menu card according to the specifications given. Printers will not only be interested in the arrangement of a card of this description, but also with the character of the menu itself.

BOOKWORMS and smallpox germs will have to find other lodgings than books, now that Dr. John S. Billings, director of the New York Public Library, has discovered a perfect disinfectant. For some time experiments have been conducted in Dr. Billings' laboratory, Philadelphia, old Patent Office reports being offered up as victims to inoculation with the bacteria of contagious diseases. It was found that formalin vapor would penetrate into the heart of the book and destroy all the germs. The book is placed in a metal box beside a saucerful of formalin dissolved in water, and is allowed to stand for an hour or two. This process is to be used hereafter to disinfect all books in the circulating department of the New York Public Library, so that there will be no danger of spreading disease through

this agency in the future. Formalin will also destroy the Croton bug, which pastures on morocco and calf-skin bindings. This new pest has done more injury to rare and valuable books than did the traditional bookworm of bygone days.

Postal cards will be manufactured for the next four years by the West Virginia Paper Company, of Piedmont, West Virginia. The Government furnishes the machinery, as well as the employes necessary to guard the product. It is said that recent attempts at counterfeiting postal cards have been unearthed in Denver, Colorado, where considerable quantities of the "goods" were palmed off before the gang was caught.



Photo by C. F. Whitmarsh.

NICETY in the use of distinctions is nowhere if not among printers, says a correspondent of the *British Printer*. A member of the Overseers' Association (or typothetæ) who is out of employment is described as "unattached"; the proofreader is supposed to be "seeking an appointment"; the compositor is "unemployed"; bookbinders and pressmen are "out of work," and laborers are "out of collar," which we interpret to mean "out of a job."

Charles T. Peyton can now boast of holding one of the finest positions obtainable in the craft, which is that of superintendent of the job department of the New York *Journal*. This is distinct and separate from the news and display room. The job office is equipped with a two-revolution Hoe, two platen presses and a 56-inch power cutter, together with all the latest faces of type. Charlie's friends will know that with these surroundings he is happy.

On November 7 there was formed at Albany, New York, a State Labor Press Association. Thirteen papers were represented. A committee, consisting of H. B. Jackson, editor Schenectady *Toiler*, chairman; J. M. O'Hanlon, editor Troy *Advocate*, secretary; F. J. Healy, editor *Official Record*, Albany, was appointed to draft a constitution and arrange for the first annual State convention, which will meet in Albany in January, 1898. It is the intention of those having the matter in charge ultimately to form a national association of editors who are devoted to the interests of labor.

George E. Lincoln has resigned from the selling agency of the Thorne typesetting machine and accepted the New York management of The Inland Printer. It is the intention of The Inland Printer Company to pay more attention in the future to matters in New York, and, in addition to that, they contemtemplate adding a department to their paper which will deal exclusively with the typesetting machine. There is probably not a man in this country who is more familiar with machines than Mr. Lincoln. He also has a large acquaintance among New York business men and printers, and will doubtless be a valuable acquisition to The Inland Printer staff. He will be found in the offices of the company, American Tract Society building, Nassau and Spruce streets.— American Craftsman.

THE SCHŒFFER OLD STYLE Quaint and Original in Design

HAVE SOME AND CONVINCE YOUR FRIENDS & NEIGHBORS.

E want to emphasize one fact about candies we make, namely: There are none better at any price anywhere in America. How do we know this? You may ask. We know it because we have You may ask. We know it because we have tasted and tested the confections of many so-called leaders. All our goods are made up in tablet form.

10 POINT 25 A 50 a \$2 25

SCHŒFFER OLD STYLE INITIALS







Q R S T U V W X Y Z

THESE BARGAINS ARE FOR EVERY HOUSEWIFE AND SUCH TO BE,

ND especially for those who are going to entertain during the holidays, and have got some buying to do to get ready for them. You'll find just what you're wanting-for little or nothing. We had this necessity in mind when we decided we could handle the enormous quantities we were obliged to take to get the manufacturers down to our prices. Come here for anything that furnishes a house at the lowest prices ever quoted by us.

8 POINT 25 A 50 a \$2 00

THE LATEST AND BEST INDUCEMENT EVER OFFERED TO YOUNG PEOPLE WHO WISH TO ADD LASTING COMFORT TO THEIR HOMES.

For the new house you will need half a dozen or so of those handsome luxurious Down Cushions, in gorgeous silk cases. They are more decorative than anything else in a room, contributing much to the general comfort and are not expensive. A heap of them here at \$2.61 in a variety of silks. Special sizes or styles made to order in the shortest possible time. A complete new line of damask in original designs and rich colors at reduced prices.

15 POINT 18 A 30 a \$3 00

CHANGE OF SEASON BRINGS CHANGE OF DRESS. WE ARE UP TO THE TIMES, AND ANTICIPATING OUR PATRONS' WANTS, HAVE INAUGURATED FOR THIS WEEK AN UNPRECEDENTED WINTER SWEEP SALE.

A new broom sweeps well. We've taken a new broom to this job and intend to sweep as much stock as possible off our shelves into your homes. To-day the sale starts and continues, a big-value-low-price carnival, until the 31st. As we intend to keep our stores open until 12.00 P. M., those who want to take advantage of these low prices, can do so at their convenience in the evening. If some one should slip \$2.00 or \$3.00 into your purse, you'd be apt to think it a kindly act; we're trying to do the same in a different way. We've made price-cuts that make it a saving to spend your money here. Goods delivered free of charge.

12 POINT 20 A 40 a \$2 50

AMERICAN: TYPE: FOUNDERS: CO. Order from nearest Branch or Agency

SCHŒFFER OLD STYLE & INITIALS

to please those customers who pay for tasteful printing.

30 POINT 8 A 12 a 84 50

HORSELESS WAGONS AND TRICYCLES ARE

PON the market for persons desiring to invest in them. As yet they are in their infancy but will no doubt come into favor in the future.

24 POINT 12 A 18 a \$4 00

COAL THAT WILL NOT HEAT IS VERY DEAR AT ANY PRICE

ND is not worth the room it occupies. Two points are to be taken into consideration when coal is needed: "Quality and Weight." Prices could be cut in half if you were not particular. Our coal is free from dirt, slate and foreign materials.

18 POINT 15 A 25 a \$3 50

Sample Dresses



OVER: TWELVE: HUNDRED

Of the highest order, from the most celebrated tailors, are shown to-day



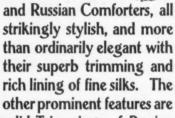
at a PRICE that has never been equaled in this town. The garments are superbly made, and cannot be had elsewhere for less than \$30 or \$40. Regardless of these

figures, we will sell them for

\$15.00



Also, German Eaton Jackets



the Splendid Trimmings of Persian Lamb, Sable, Mink and Marten Fur.

M. Black & Co.



LEADING LADIES' DRESSERS



Park Row Terrace

18 Point Flame Border, 36 inches, \$2.00

ADY SPEAKERS Large Size, ten characters in each font, \$2.00 Small Size, ten characters in each font, \$1.25

SOLD BY ALL BRANCHES OF THE AMERICAN TYPE FOUNDERS CO.

Bradley Dutline Series shown with the Bradley

24 POINT BRADLEY OUTLINE

5 A 16a 83 50

77 Jith the approach of the Christmas and New Year Festivals comes the demand for luxuries and novelties. Expenditures expand with the expansion of hearts. The printer will be asked to excel himself in producing Announcements, Programmes, Menus and Cards for occasions of ceremony, celebration, and solemnity appropriate to the season

36 POINT BRADLEY OUTLINE

4A 10a \$5 00

Beautiful Color Effects can be produced by printing the Bradley in a delicate tint and then registering the Bradley Outline over it in another color decidedly darker

· Originated by the American Cype Founders Company ·

American Cype Founders Co. Makers of the famous Bradley and Leaders in Cype Fashions

18 POINT BRADLEY OFFITNI

8 A 25 a \$3 25

Bradley Outline is opportunely submitted as an aid a to printers who desire to give their customers superior and artistic effects in color harmonies during the festival season. That office which does not use our beautiful and no less useful Bradley Series has deprived itself and its customers of a decided pleasure. The marriage of Bradley Outline with our deservedly popular Bradley will produce satisfactory results at the least expenditure of time and trouble.

36 POINT BRADLEY OUTLINE 4A 10a \$5 00

36 POINT BRADLRY 4A 10a \$5 00

Types for two Colors frequently aid the printer in adding beauty and giving life to many Jobs which otherwise would be deemed commonplace and unsatisfactory

Carried in Stock and Sold at all Branches and Agencies

Laclede for Printers

48 POINT

4 A 7 a \$8 00

Who use Bold and Durable Letters in their Productions 5

24 POIN

5 A 14 a \$4 00

Our Groductions are used in every printing office in the Country. We set the Fashions in Type Styles 4

18 POINT

5 A 18 a 83 25

The Series shown on this page is complete in eight sizes, and is carried in Stock and Sold at all Branches and Agencies. Place your orders for all the popular Type Designs with Branch nearest your place of business

36 POINT

4A 9a 862

Owing to the many uses to which this Series can be applied profitably, it is recommended to such as demand Letters both

60 POINT

3A 6a \$10 00

Striking and Attractive

Made only by American Type Founders Company

BINNER GOTHIC

72 POINT

5 A 8a 89 00

REGIMENTALS 942 Entertainments

60 POIN

7 A 10 a \$8 00

Handsome Borders 68 Combustible Material BINNER PLATES MEAN PERFECT PLATES

48 POINT

0 A 10 - 87 00

Grand Columbian Exposition Demonstration Beautiful 257 EXPERIMENTS CONSIDERED SATISFACTORY

36 POINT

10 A 15 a 86 O

Enhance Boston Residence 63 DELIGHTED MAIDEN

24 POINT

14 A 20 a \$4 00

Eleventh Grand Annual Masquerade Carnival 14
EUROPEAN INFORMATION BUREAU

30 POINT

12 A 18 a \$5 00

Eastern Manufacturers Convention 89
ENGRAVING DECORATION

18 POINT

18 A 27 a 83 25

Handsome Christmas Presents Presented Obedient Children
MERCHANTS DONATING MANY GREENBACKS

MANUFACTURED EXCLUSIVELY AND FOR SALE BY ALL BRANCHES OF THE AMERICAN TYPE FOUNDERS COMPANY



Looking for the Best?

STANDARD LINE **Unit Set Type**

Meets Your Requirements

CTUDI EV CEDICO

STUDL	-	_	-		1		7	_	
Sizes		1	130	d	F	1	i	C	es
60-Point									\$9.50
48-Point	,								7.25
36-Point									5.00
30-Point								. ,	4.30
24-Point									3.50
18-Point									3.20
14-Point									3.00
12-Point									2.80
10-Point									2.50
8-Point									2.25
6-Point									2.00
Pater	ni	ŀ	P		·		11	n	0

INLAND TYPE FOUNDRY

STANDARD LINE UNIT SET TYPE

Kept In Stock by

GOLDING & CO. Boston, Philadelphia, New York and Chicago

WM. E. LOY San Francisco DAMON-PEETS CO. New York

GETHER & DREBERT Milwaukee PRESTON FIDDIS CO.
Baltimore

GWATKIN & SON Toronto, Canada

And all Independent Dealers in

Printers' Supplies

The Standard Bearer of the Procession

INLAND TYPE FOUNDRY

217-219 Pine Street

SAINT LOUIS, MO. U. S. A.





25 A 40 a 6 POINT SOUTHEY (Nonparell) \$2 25
PHILADELPHIA CHARITY ASSOCIATIONS

Important Telegraph Communications to the Southwest Weekly Journal
423 Great Routes of the Northern Canada Steamboats 567

20 A 30 a 10 POINT SOUTHEY (Long Primer) \$2 50
COUNTY CLERKS NEW OFFICE

45 Reception Given by Prominent Americans 67

15 A 25 a 18 POINT SOUTHEY (3 line Nonp.) \$4 10

OPERA HOUSE 8 German Music Academy 9

8 A 12 a 30 POINT SOUTHBY (5 line Nonp.)

POINT SOUTHEY (5 line Nonp.)

GROUNDS
3 Surprise Parties

25 A 40 a 8 POINT SOUTHEY (Brevier) \$2 50
BEAUTIFUL EUROPEAN PAINTINGS EXHIBITED

89 Nineteenth Annual Convention of the Plumbers Union 23

20 A 30 a 12 POINT SOUTHEY (2 line Nonp.)

82.80

EXCURSION STEAMBOAT
25 Dramatic Instruction Establishment 87

10 A 15 a 24 POINT SOUTHEY (4 line Nonp.)

\$4.80

NORTH HOTEL 9 Summer Resorts 4

6 A 8 a 36 POINT SOUTHEY (6 line Nonp.

\$6 10

BOATS Ohio Canal 2

5 A 6 a

48 POINT SOUTHEY (8 line Nonp.)

87 25

KANSAS BANKERS Six Million Business Men 9

4 A 5 a

60 POINT SOUTHEY (10 line Nonp.)

\$8 75

BRANCH OFFICE Northwestern House 5

MANUFACTURED BY BARNHART BROS. & SPINDLER, CHICAGO, ILL.

FOR SALE BY GREAT WESTERN TYPE FOUNDRY, KANSAS CITY; MINNESOTA TYPE FOUNDRY CO., ST. PAUL; ST. LOUIS PRINTERS SUPPLY CO., ST. LOUIS; GREAT WESTERN TYPE FOUNDRY, OMAHA.

THE COVER-DESIGN CONTEST.

THROUGH the courtesy of the J. W. Butler Paper Company we are enabled to reproduce in advance a number of the favored drawings submitted in the recent contest for a cover design to be used on their Sample Book of Cover Papers for 1898. It is not to be supposed that in black and white the true value of the designs can be shown, since the camera, when photographing colors, has a will of its own and produces whatever it desires without any regard to the wishes of the operator. No better illustration could be furnished to prove the color-blindness of this flighty instrument than the reproductions Nos. 69 and 70. The camera says: "They both look alike to me in color," while the truth is they are as unlike in color as they are in design—the only similarity lies in their equally high artistic merit.

They are as far removed in the start as it is possible to be—one an Egyptian and the other from a Japanese motif. One representing in its somber hues the deadest of dead eras, while the other glows with the warmth, life and good nature of a people now rejuvenated and in the height of progression. One all solidity and solemnity, the other all light and life. Not satisfied with producing an Egyptian design in outline and color, Mr. Lammers seems to have dragged in from the desert a weather-beaten remnant of an Arab tent, and mounting it on binders' board traces thereon a design severely Egyptian, with enough papyrus plant to suggest the purpose for which the

design is to be used, and altogether producing a remarkably commendable design, the half-tone reproduction of which convevs little idea of its force.

If our readers could see the original of the Japanese design they would feel that Mr. Tuttle must have been in a most poetical mood when he conceived this mellow scene of a Japanese sunset. The sun, which in the half-tone appears as a blot, is in the original a golden sun, and the clouds are goldenedged clouds; and the trees, the shrubbery and the figures are touched with the same radiance. The quiet attitude and easy grace of the figures in the jinrikisha party seems to harmonize with the general restful effect, and their apparent interest in the sign is accounted for by the fact that the Japanese use paper for nearly everything, except as an article of food. The artist has also evidently kept in mind the odd shape of the book for which he was designing a cover, and has massed his heavy work on the heavy end of the book.

The necessity of passing the designs without describing the color effects is to be regretted, as they, like the ones more fully described, should be seen to be appreciated. Out of eightynine designs submitted, fully one-fourth of them were of a high order of merit. It being impossible to present them all, the ones represented in this article were selected to show a variety, and the colors are given below.

No. 69, black and bronze green on flat Nile green; No. 70, black and gold on gray; No. 50, black and gold on drab; No. 21, black and gold on olive; No. 31, black and blue on green; No.



No. 69.- H. C. LAMMERS, CHICAGO.







No. 50.- CLARA WARE, BOSTON.



No. 21.- MAX A. FISCHER, CHICAGO.





No. 31.-WILLIAM O. HILBERT, DAYTON, OHIO.



No. 57.-F. A. NEUBAUER, CINCINNATI.





No. 66.-GABRIEL C. DU CHENES, NEW YORK.





No. 33.- ELLSWORTH YOUNG, NEW YORK.

57, black and buff on brown; No. 66, dark green and buff on light green; No. 33, green and gold on blue.

The prize designs which the company reserved for their advertisement are to be found on page 261 of this number, the colors of same being: First prize, light blue and gold on olive; second prize, black and bronze green on gray; third prize, black and blue on orange.

REVIEW OF SPECIMENS RECEIVED.

The purpose of this department is to candidly and briefly criticise specimens of printing submitted hereto. The large number of specimens submitted makes it necessary that all comments shall be brief, and no discourtesy is intended in the seeming bluntness of adverse criticisms. Contributors who fear adverse criticism must give notice that they desire only favorable mention, and should their specimens not deserve praise no comment whatever will be made. Samples intended for review under this head should be mailed to this office flat, and plainly marked on corner "ALPHA."

H. A. Wells, with the *Banner-Register*, Benton Harbor, Michigan: The samples of work submitted by you are up to date in style, composition artistic and in good taste, and presswork first-class.

SAMPLES of commercial and society printing from Marcus D. Hoerner, Harrisburg, Pennsylvania, show that he has right ideas in typographical display in those lines of stationery. The presswork is of good quality.

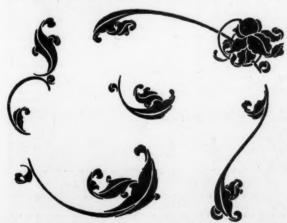
Kuss & Moss, San Francisco, California: A few samples of commercial work, the composition and presswork on which are good. The bill-head would be improved by omitting the fat cupid and printing the laurel wreath in green instead of red.

WE acknowledge receipt of pamphlet showing several new faces cast by Bruce's New York Type Foundry, all cast on the point system, which include Gothic No. 207, Ornamented No. 1,568, and a number of other very useful letters, as well as pointers, ornaments and special characters.

A PACKAGE of commercial work from the "Pinnacle Printery," Middlesborough, Kentucky, gives evidence that the name is well chosen, for the quality of the composition and presswork is the height of excellence. J. R. Vowels is to be commended for his taste and ability to produce such good samples of typography.

The Ridgeville (Ind.) News sends a neat programme in booklet form of the Zetetic Club, printed on linen stock, the composition and presswork on which are both good. If a silk cord or ribbon had been used to tie with instead of a piece of twine, the work would have been enhanced fifty per cent in appearance.

"Good Printing is an Investment, Not an Expense," is the title of a booklet issued by E. B. Brown, Woodstock, Canada. Whether the aphorism is true or otherwise is not to be decided from the booklet, for it is not, in any sense of the word. *good* printing. The composition is poor, the spacing frightful, and whether Mr. Brown has a proofreader or not, we do not think the



SET OF ORNAMENTS DESIGNED BY ALBERT OLSON, 79 FIFTH AVENUE, CHICAGO.

last page of his brochure will catch much business when he says: "Don't [with a 'big, big D'] think that because we do the best printing we charge the highest prices." If his printing is the best the Woodstock people can get, we wonder what the worst is like!

A TWENTY-PAGE pamphlet printed in many colors on fine enameled stock is the Maryville (Mo.) Lecture Association's programme of a popular lecture course. The work is a creditable production, taking into account the difficulties under which it was produced. Quoting from the letter accompanying same: "Considering the absence of lead and rule cutter, with only an old,

old job press, requiring constant watching to prevent blurring, and only a small assortment of job faces, we think the work very fine. What is your opinion?" Our opinion, Messrs. McJimsey & Wray, is, that your foreman, Mr. S. B. Mills, has done remarkably well.

MR. WILL H. BRADLEY has at last been compelled to do something which he always averred he could not do; that is, he has established himself at the head of a corps of artists to do decorative work of all kinds. Business

the head of a corps of artists to do dhas increased on his hands to an unprecedented extent, and while the work will be relegated to other hands than his own, in so far as the purely mechanical production is concerned, the art impulse will remain the same as if Mr. Bradley himself guided the pencil or brush. We reproduce the front cover of Mr. Bradley's characteristically pretty announcement, reduced one-half. The original was printed on deckle-edged handmade paper, the word "studio" being rubricated, the balance in black.

THE Telegraph Publishing Company, Nashua, New Hampshire, has issued a collection of half-tones, handsomely printed on various colors and qualities of stock, showing that it has a pressman who is up to date in his treatment of the latest productions of first-class photo-engraving as produced by that company.

BULLETIN No. 6, of the Tokyo Tsukiji Type Foundry, is received.

It contains a great many standard English and German faces and a 4-line and 72-line series of the Japonica initials. There are several pages of combination borders, and an interesting set of cuts by Japanese artists showing the tasteful way in which native talent applies itself to typographic conditions.

FROM R. S. Peck & Co., Hartford, Connecticut: A package of booklets, announcements, programmes, etc., very chaste in design and artistic in execution. There is an originality about most of the work which is very refreshing. Composition and presswork are both excellent, and reflect much credit upon Joseph J. Rafter, under whose superintendency the work was gotten out.

G. A. BAKER, secretary of the Printers' Technical Club, No. 2, Oakland, California, sends a small sketch done by Frank Lemos, pressroom apprentice, which shows a capacity for better work. Frank should study Mr. Knauft's articles in The Inland Printer and take a few lessons. The art of drawing is a valuable aid, and those who indicate talent in that direction should cultivate it.

FROM Wagner's "Art Printery," Davenport, Iowa: "Souvenir Programme of the 50th Annual Session of Grand Lodge of Iowa, I. O. O. F.," a pamphlet of forty pages and cover. The composition is good, ads. well displayed, and presswork of good quality. A more neutral shade in place of the brilliant green and red used on some of the pages would have greatly improved the appearance of the work.

A PARCEL of general work from the Daily Press Printery, Asbury Park, New Jersey, gives evidence of a good, all-round general knowledge of job printing. The work is plair; no attempt at ornamentation has been made, but the type is well displayed, and on the advertising cards colors are well chosen and harmonious. The presswork is of good quality, and Mr. J. L. Kinmouth, the proprietor of the "Printery," has no reason to be ashamed of his productions. The commercial work is very neat.

ALFRED M. SLOCUM & Co., Philadelphia, Pennsylvania, forward some excellent samples of commercial and society stationery. Typographical designs are neat and artistic; steel die embossing beautifully clear and sharp, in gold, silver and colored bronzes, and the presswork of a high grade. A circular showing cork tops, labels and druggists' printed supplies shows how neatly they can furnish this class of goods, and a leaflet printed in imitation of a layer of cork is a very neat piece of work.

WE are in receipt of No. 1, Vol. 1, of the *Photo-Review*, published at Deerfield, Wisconsin. It purports to be a "Monthly Journal For Photographers By Photographers." We have only studied it typographically, and must say that the composition is bad, proofreading ditto, and presswork infinitely worse. How the publisher ever expects that photographers—who are supposed to be imbued with artistic perceptions—can subscribe for and support such a woefully inartistic production is beyond our comprehension.

"Specimens of Printing," issued by The Inland Type Foundry, St. Louis, Missouri, will prove of much value to printers who are anxious to do artistic work. The specimens are printed on separate sheets of stock, in various colors of ink, and in silver and gold bronze. The various series of type and borders designed by this foundry are set forth to best advantage and in most attractive manner. The work was done by many printers, so there is variety enough in style and execution. The sheets are inclosed in a neat cover, tied with red silk cord, and the price is only 25 cents.

"PRODUCTS FOR PRINTERS" is the attractive title of a booklet issued by the Chandler & Price Company, Cleveland, Ohlo, consisting of sixteen pages and cover, printed in colors, illustrating and describing the presses, cutters



US

R.WILL BRADLEY begs to announce that all Commercial Designs bearing the above device are made at the WAYSIDE STUDIO by draughtsmen who work under his supervision.

and other appliances so essential for printers in the conduct of their business. The typography and presswork are of excellent quality and the cover is a neat design in black on red stock, with spray of foliage in green, sharply embossed. The work (60,000 impressions) was printed and embossed on a 10 by 15 Chandler & Price Gordon press about four years old, and the last copy was as clear and sharp as the first. We would advise printers to send to Chandler & Price for a copy of this booklet.

"Why Business Grows" is the title of a unique booklet issued by N. W. Ayer & Son, the newspaper advertising agents, Philadelphia, Pennsylvania. The body of the book consists of twelve leaves in the shape of an acorn, printed in the soft brown tints appropriate to the ripe fruit of the oak. The lettering is printed in a deeper tone of brown. The acorn is inclosed in a cover composed of two oak leaves colored with the rich red tints of autumn, the veination being carefully drawn and neatly embossed. The work is very artistically designed and executed, and reflects much credit on all concerned in its production. The idea, as applied to the business of N. W. Ayer & Son, undoubtedly is that "great oaks from little acorns grow."

BRADNER SMITH & Co., paper dealers, Chicago, have introduced a novelty in the way of a paper trade catalogue and price list, by reducing the pages of their regular catalogue by the zinc-etching process and getting out a book in small vest-pocket size. The original catalogue contains 116 pages, and the miniature book, printed upon yellow bond paper and bound in

leather, round cornered, makes a very convenient and handy reference book for the pocket. Although some of the pages contain considerable matter, all of the type is plainly legible. The printing, which is neatly done, is by the Cooper Printing Company, Chicago. The idea of getting out the miniature originated with Mr. A. A. Dean, of Bradner Smith & Co., and he has carried it through to success. Two of the pages, which will give an idea of the work, are shown herewith.

MESSES, COOPER & BUDD, High street. Peckham, London, England, have issued Vol. V of "Specimens of Letterpress Printing"-a collection of circulars, announcements, cover designs, etc., in one, two, or more colors, with tint blocks and typographical ornaments used to enhance the type effects. All the designs are of an artistic character, the color arrangement being harmonious and effective. Composition is neat, and presswork admirable in quality. A valuable feature of the work is the index to colors used, which describes the various shades and tints and how they were produced. The book will furnish ideas to many printers desirous of securing effective results in the class of work above referred to. The price of the work is 3s. 6d.

When it is remembered that flying brands from the lumber yards of the West Side was the tinder that laid the rest of Chicago in ashes twenty-six years ago, it seems quite proper that the Northwestern Lumberman should issue a special "Chicago Day" edition by way of amends for the calamity caused by the industry it represents. This issue consists of 132 pages, illustrated on almost every page with portraits of "Captains" of the lumber industry and of large mills and yards in various parts of the country. The cover design is harmoniously printed in green on a light yellow stock. The title plate is in red, as is the date line. The artist is C. H. Sheen. Unusual pains has evidently been bestowed upon the typography. The

ad, composition is well done; the writing or the special articles equally spirited and interesting.

The kodak is now a usual appointment of the editor's sanctum or the reportorial rooms. Illustration is a necessity, and the sketch or the snap shot must reinforce if they do not tell the whole story. Even the country paper is beginning to blossom out in half-tones. Magazines, also, by the generous use of films, are able to enjoy the distinction of the title, "Illustrated." For all this the kodak is largely responsible. To those who do not know that the whilom fad has grown into a great industry the album entitled "Kodak Works" will come somewhat as a surprise. The Eastman Kodak Company, of Rochester, issued this pamphlet to show the extent of the establishment required to meet the demands for films and other kodak materials. The story is appropriately told in photographs. Branch houses and works in England, salesrooms in Paris and Berlin; offices, machinery, and the entire home plant at Rochester are thus exhibited "Through the Lens." This industry commenced in 1880 with the workshop

of George Eastman. In four years it required a large organization with \$300,000 to carry on the business, and in 1892, when the Eastman Kodak Company was formed, \$5,000,000 was needed to capitalize the concern. "You Press the Button, We Do the Rest," the world-wide famous Eastman trademark, which did so much to popularize the use of the kodak, appears conspicuously in large blue letters on the inside of the back cover. Heavy enamel paper with cream-tinted cover and blue lettering gives a rich typographic effect to the souvenir.

Typesetting by the Thorne machine is briefly described and its merits told in the words of the users in two neat brochures issued by the Thorne Typesetting Machine Company. Facsimiles of letters received from newspaper publishers throughout the country show that excellent and rapid work has been done on the machines in the offices in which they have been installed. From these letters we learn that the average rate of composition is between 40,000 and 50,000 cms per day of eight hours. On a Michigan paper 55,500 cms were set in 8½ hours, while the Joliet News claims an average of between 50,000 and 60,000 for eight hours. A series of standard body types recommended for use are also exhibited. Type from any foundry, however, can be used. Special nicking is required to fit the type to the grooves of the revolving cylinder, but this can be done at any foundry having the nicking machines. These two booklets are tastily prepared, and will undoubtedly make good advertising literature.

BRADNER SMITH & CO.'S Ledger Papers. BYRON WESTON'S LEDGER AND RECORD PAPERS. 480 Sheets 8 50* Demy 16 x 21.... 80 " 9 50* Double Cap 17 x 28.... 36 " 10 08* Double Cap17 x 28....40 " 11 20* 12 00* 14 00* Royal19 x 24 44 " 15 00* Super Royal 20 x 28 54 " 20 00* Imperial23 x 81....72 " 27 00* Double Demy 21 x 32 56 " 17 00* Double Demy 21 x 32 60 " 19 00* Double Damy 16 x 42 60 " 19 00* Double Medium 28 x 36 80 " . . . 28 00* Double Medium....18 x 46....80 " 28 00* Double Royal 24 x 38 88 " 80 00* Elephant......28 x 28....65 " 27 00 Colombier......28 x 34....80 " 82 00 45 00 55 00 Antiquarian 31 x 53... 200 " 100 00 8 50* Medium......18 x 23....86 ... " 12 00* 15 00* Double Cap 17 x 28 36 " " 10 08* Super Royal 20 x 28 54 " 20 00* We keep in stock those marked a uni discount allowed to the trade

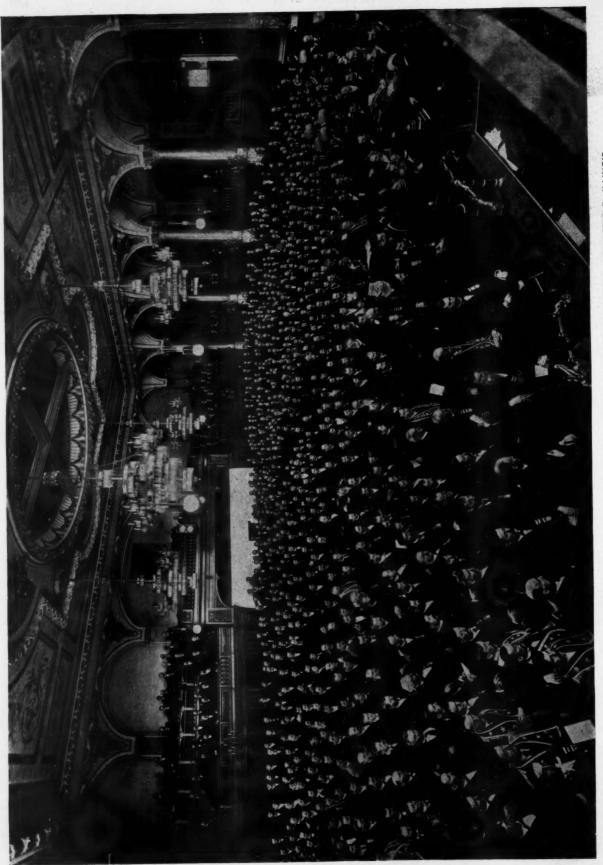
Sizes of Newspaper Sheets. We herewith present a Tabular Statement showing the different sizes of Newspaper Sheets, and the number of columns to each size. Width of Column. 12 Ems Pies. Faser. 5 Column Folio. 20 x 26 6 " " 22 x 31 194 " 6 " " wide margin) 22 x 32 194 " 7 " " (wide margin) 22 x 36 214 " 8 " " 26 x 40 234 " 9 " " 28 x 44 26 " 4 " Quarto. 22 x 31 33 " 4 " " (wide margin) 22 x 32 134 " 5 " " 35 x 44 21 " 7 " " 10 x			CATALOGUE	AND PRICE LIST	r.	5
### Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 16 x 21 Crown. 16 x 21 Crown. 16 x 22 Crown.	S	izes	of New	spaper	She	ets.
12 Ems Pies. Paper. Ruter.	size	We herew	rith present a Tal paper Sheets, and	bular Statement sho the number of colum	wing the	different i size:
5 Column Folio. 20 x 26 174 inches. 6 " " (wide margin) 22 x 32 194 " 7 " " (wide margin) 22 x 32 194 " 7 " " (wide margin) 24 x 36 214 " 8 " " 24 x 35 214 " 9 " " 28 x 44 26 " 4 " Quarto. 22 x 31 134 " 4 " " (wide margin) 22 x 32 134 " 5 " " 36 x 40 174 " 6 " 30 x 44 194 " 7 " " (wide margin) 22 x 32 134 " 7 " " (wide margin) 22 x 32 134 " 8 " " 35 x 48 214 " 8 " " 10 x				Paner		
6 " " (wide margin) 22 x 32 1 193 " 6 " " (wide margin) 22 x 32 193 " 7 " " 24 x 35 214 " 7 " " (wide margin) 24 x 36 214 " 8 " 25 x 40 233 " 9 " " 25 x 44 26 " 4 " Quarto. 22 x 31 134 " 4 " (wide margin) 22 x 32 133 " 5 " " 25 x 40 174 " 6 " 30 x 44 194 " 7 " " 35 x 48 214 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Double Flat Foolscap. 16 x 20 Medium 18 x 23 Double Flat Foolscap. 17 x 28 Super Royal. 20 x 28 Double Cap. 17 x 28 Double Demy. 16 x 42 Luperial 22 x 32 Double Demy. 16 x 42 Luperial 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant. 23 x 28 Colombier. 23 x 34 Atlas. 26 x 33 Double Royal 24 x 38 Double Elephant. 23 x 35 Double Elephant. 23 x 36 Double Elephant. 23 x 38 Double Elephant. 27 x 40						
6 " " (wide margin) 22 x 32 194 " 7 " " " 24 x 35 214 " 8 " " (wide margin) 24 x 36 214 " 8 " " 28 x 40 234 " 9 " " 28 x 44 26 " 4 " Quarto. 22 x 31 134 " 5 " " 20 x 40 174 " 6 " " 30 x 44 194 " 7 " " 35 x 48 214 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Folio Post. 17 x 22 Medium 18 x 26 Royal. 19 x 24 Double Cap. 17 x 28 Super Royal. 20 x 24 Double Demy. 16 x 21 Double Demy. 16 x 22 Double Demy. 16 x 24 Double Demy. 16 x 25 Double Demy. 16 x 26 Double Medium 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant. 23 x 36 Double Medium 18 x 46 Elephant. 23 x 36 Double Medium 18 x 46 Elephant. 23 x 36 Double Medium 18 x 46 Elephant. 23 x 38 Double Medium 18 x 46 Elephant. 23 x 38 Double Elephant. 27 x 40 Double Elephant. 27 x 40						
7 " " (wide margin) 24 x 38 214 " 8 " " (wide margin) 24 x 38 214 " 8 " " 22 x 40 234 " 9 " " 28 x 44 26 " 4 " Quarto 22 x 31 134 " 5 " " (wide margin) 22 x 32 134 " 5 " " 26 x 40 174 " 6 " 30 x 44 193 " 7 " " 35 x 48 214 " Sizes of Flat Paper. Flat Foolscap 13 x 16 Cap 14 x 17 Crown 15 x 19 Demy 16 x 23 Double Flat Foolscap 16 x 28 Royal 17 x 22 Medium 18 x 23 Double Cap 17 x 28 Super Royal 20 x 28 Double Demy 17 x 28 Double Demy 17 x 28 Double Demy 17 x 28 Double Demy 18 x 30 Double Medium 20 x 28 Double Medium 20 x 28 Elephant 23 x 36 Lelephant 23 x 36 Double Medium 23 x 38 Double Royal 23 x 38 Double Royal 24 x 38 Double Elephant 23 x 38 Double Elephant 24 x 38 Double Elephant 24 x 38 Double Elephant 24 x 38 Double Elephant 27 x 40	6	66			- 1	44
7 " (wide margin) 24 x 36 21 1 " 8 " " 28 x 40 23 1 " 9 " " 28 x 44 26 " 4 " Quarto. 22 x 31 13 1 " 4 " (wide margin) 22 x 32 13 1 " 5 " " 20 x 40 17 1 " 6 " " 30 x 44 19 1 " 7 " " 35 x 48 21 1 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Demy. 16 x 22 Medium. 18 x 23 Double Flat Foolscap. 17 x 28 Super Royal. 20 x 28 Double Demy. 16 x 42 Luperial 23 x 31 Double Medium. 23 x 36 Double Royal. 24 x 38 Double Elephant. 27 x 40	-	44				46
8 " " 28 x 40 23 " 9 " 28 x 44 26 " 4 " Quarto. 22 x 31 134 " 4 " " (wide margin) 22 x 32 134 " 5 " 26 x 40 174 " 6 " 30 x 44 194 " 7 " 35 x 48 214 "	7	4.6	" (wide m			44
9 " " 28 x 44 26 " 4 " Quarto. 22 x 31 134 " 5 " " (wide margin) 22 x 32 134 " 5 " " 26 x 40 174 " 6 " " 30 x 44 194 " 7 " " 35 x 48 214 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Folio Post. 17 x 22 Medium 18 x 23 Double Flat Foolscap. 16 x 26 Royal. 19 x 24 Double Cap. 17 x 28 Super Royal. 20 x 28 Double Demy. 12 x 32 Double Demy. 16 x 42 Lupperial 20 x 28 Lupperial 23 x 31 Lupperial 23 x 31 Double Medium 23 x 36 Double Medium 23 x 38 Double Royal 24 x 38 Double Royal 24 x 38 Double Elephant 27 x 40		44				44
4 "Quarto	-	44				46
4 " " (wide margin) 22 x 32 134 " 5 " " 25 x 40 174 " 6 " " 30 x 44 194 " 7 " " 35 x 48 214 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Folio Posk. 17 x 22 Medium. 18 x 23 Double Plat Foolscap 16 x 28 Royal. 19 x 24 Double Cap. 17 x 28 Super Royal. 20 x 28 Double Demy. 16 x 42 Double Demy. 16 x 20 Double Demy. 21 x 32 Double Demy. 16 x 42 Double Medium. 23 x 36 Double Medium. 18 x 43 Colombier. 23 x 36 Double Medium. 23 x 38 Double Medium. 24 x 38 Double Elephant. 25 x 33 Double Elephant. 24 x 38 Double Elephant. 24 x 38 Double Elephant. 27 x 40	4	" O				**
5 " 28 x 40 17½ " 6 " 30 x 44 19½ " 7 " 35 x 48 21½ " Sizes of Flat Paper. Falt Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy 16 x 21 Demy 16 x 23 Double Plat Foolscap 16 x 28 Royal. 19 x 24 Double Cap 17 x 28 Super Royal. 20 x 28 Super Royal. 20 x 28 20 x 28 Double Demy 16 x 42 Lupperial. 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant 23 x 34 Atlas. 26 x 33 Double Elephant 21 x 38 Double Elephant 27 x 40	4					44.
6 " " 30 x 44 194 " 7 " " 35 x 48 214 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Folio Post. 17 x 22 Medium 18 x 23 Double Flat Foolscap 16 x 28 Royal 19 x 24 Double Cap. 17 x 28 Super Royal 20 x 28 Double Demy 21 x 32 Double Demy 16 x 42 Double Demy 18 x 36 Double Medium 28 x 31 Double Medium 28 x 31 Double Medium 18 x 46 Elephant 22 x 28 Colombier. 23 x 34 Atlas. 26 x 38 Double Royal 24 x 38 Double Elephant 27 x 40	5	44				46
7 " "35 x 48 214 " Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Folio Post. 17 x 22 Medium 18 x 23 Double Plat Foolscap 19 x 24 Double Cap. 17 x 28 Super Royal. 20 x 28 Double Demy. 16 x 42 Double Demy. 16 x 42 Double Demy. 18 x 30 Double Medium 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant. 23 x 28 Colombier. 23 x 34 Atlas. 26 x 33 Double Royal. 24 x 38 Double Royal. 24 x 38 Double Royal. 25 x 33 Double Medium 24 x 35 Double Medium 25 x 36 Double Medium 25 x 36 Double Medium 27 x 40	6	64				46
Sizes of Flat Paper. Flat Foolscap. 13 x 16 Cap. 14 x 17 Crown. 15 x 19 Demy. 16 x 21 Folio Post. 17 x 22 Medium 18 x 23 Double Flat Foolscap 16 x 26 Royal. 20 x 28 Super Royal. 20 x 28 Double Demy 12 x 32 Double Demy 16 x 42 Imperial 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40		64				66
Demy. 16 x 21 Folio Post. 17 x 22 Medium 18 x 23 Double Flat Foolscap 16 x 26 Royal. 19 x 24 Double Cap. 17 x 28 Super Royal. 20 x 28 Double Demy. 16 x 42 Imperial 23 x 31 Double Medium 18 x 46 Double Medium 18 x 46 Elephant 23 x 28 Colombier 23 x 34 4tlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40	Cap				1	4 x 17
Folio Post. 17 x 22 Medium 18 x 23 Double Flat Foolscap 16 x 26 Royal. 19 x 24 Double Cap. 17 x 28 Super Royal. 20 x 28 Double Demy. 21 x 32 Double Demy. 16 x 42 Imperial. 23 x 31 Double Medium. 23 x 36 Double Medium. 23 x 36 Colombier. 23 x 34 Atlas. 26 x 33 Double Royal. 24 x 38 Double Elephant. 27 x 40	_					
Medium 18 x 23 Double Flat Foolscap 16 x 26 Royal 19 x 24 Bouble Cap 17 x 28 Super Royal 20 x 28 Double Demy 21 x 32 Double Demy 16 x 42 Imperial 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant 23 x 28 Colombier 23 x 34 Atlas 20 x 33 Double Royal 24 x 38 Double Elephant 27 x 40						
Double Flat Foolscap 16 x 26 Royal 19 x 24 Double Cap 17 x 28 Super Royal 20 x 28 Double Demy 21 x 32 Double Demy 16 x 42 Imperial 23 x 31 Double Medium 28 x 36 Double Medium 18 x 46 Elephant 23 x 28 Colombier 23 x 34 4tlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40						
Royal 19 x 24 Double Cap 17 x 28 Super Royal 20 x 28 Double Demy 15 x 42 Imperial 23 x 36 Double Medium 18 x 46 Double Medium 18 x 46 Colombier 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Royal 24 x 38 Double Elephant 27 x 40						
Double Cap. 17 x 28 Super Royal. 20 x 28 Double Demy 21 x 32 Double Demy 16 x 42 Imperial 23 x 31 Double Medium 23 x 36 Double Medium 18 x 46 Elephant 23 x 28 Colombier 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40						
Super Royal. 20 x 28 Double Demy. 21 x 32 Double Demy. 16 x 42 Imperial 23 x 31 Double Medium 23 x 36 Double Medium. 18 x 46 Elephant. 23 x 28 Colombier. 23 x 34 4 tlas. 26 x 33 Double Royal. 24 x 38 Double Elephant 27 x 40						
Double Demy 21 x 32 Double Demy 16 x 42 Imperial 23 x 31 Double Medium 18 x 46 Double Medium 18 x 46 Elephant 23 x 38 Colombier 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40						
Imperial 23 x 31 Double Medium 22 x 36 Double Medium 18 x 46 Elephant 22 x 28 Colombier 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40						
Double Medium 23 x 36 Double Medium 18 x 46 Elephant 23 x 28 Colombier 23 x 34 4tlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40	Dou	ble Den	y		16	3 x 42
Double Medium 18 x 46 Elephant 23 x 28 Colombier 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40	Imp	erial			25	x 31
Elephant 23 x 28 Colombier 22 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40	Dou	ble Med	lium	**********	28	3 x 36
Colombier 23 x 34 Atlas 26 x 33 Double Royal 24 x 38 Double Elephant 27 x 40	Doul	ble Med	ium		18	x 46
Atlas.	Elep	hant			28	x 28
Double Royal						
Double Elephant						
Antiquarian31 x 53						
	Antic	quarian			31	x 53

FROM the type foundry of Emil Gursch, Berlin S 42, Germany, has been received their last specimen book, dated July I. Eleven pages are devoted to text and display fonts of German type. A full line of standard Roman fonts, which are being used more and more in Germany in place of the old text, are followed by about fifty-five styles of modern display types of an artistic character. The titles do not differ greatly from the English, as, for instance "Antique," "Aldine," "Grotesque," "Egyptian," "Italian," etc. The "Gloria" is a round black letter that has become very popular abroad as well as in America. The remainder of the book is given up to ornaments, borders, vignettes, and backgrounds or undergrounds, the use of which in many and beautiful forms is much more common with our fellow-craftsmen abroad. A full series of wood type is also shown in both the German and Roman letter. The book is handsomely bound and stamped in gold. It makes an attractive and valuable contribution to the printer's library of type specimens. It is distributed gratuitously to the large printing offices of Germany and foreign countries.



THE FIRST LESSON.

From flash-light photograph, made at night, by George R. Lawrence, Chicago. (See page 367.)



STATE GRAND LODGE OF ODD FELLOWS IN SESSION, HOUSE OF REPRESENTATIVES, SPRINGFIELD, ILLINOIS. Specimen of flash-light interior group of over 1,000 faces, by George R. Lawrence, Chicago. (See opposite page.)

PHOTOGRAPHY BY ARTIFICIAL LIGHT.

In the public mind photography is an art that can be with equal success applied to any subject or object. "Push the button" is a watchword that has seemingly made possible and easy the taking of any kind of a view irrespective of conditions or surroundings. Hence the newly fledged ama-



GEORGE R. LAWRENCE.

teur begins his career by posing the baby in the back room. When the baby comes out of the bath—that is the chemical bath—there is much disappointment because baby's roseate features have somehow melted into the tenebrous chaos of the enveloping darkness. There are some difficult things left for the expert photographer to do. Chief among them are interiors, especially large interiors with groups of faces. In fact, this has become a specialty in the success-

ful execution of which there are but few practitioners. So much experience in different methods of artificial lighting, in grouping, and in the handling of photographic appliances is required that special and peculiar qualifications are essential.

Probably the only specialist in artificial light photography in this country is Mr. George R. Lawrence, of Chicago. He has made a special study of artificial light as applied to photography for years, and has arrived at that state of perfection where he easily leads the profession. His achievements in this line have become notable in the photographic world and are attracting general attention. THE INLAND PRINTER has been provided with several representative examples of his work by Mr. Lawrence, some of which are shown on the accompanying pages. The distinctness of each individual face in the large group is remarkable. The picture represents a recent session of the Odd Fellows in the hall of the lower house of the Illinois legislature. Over one thousand persons were present at the time the picture was taken, and it is estimated that almost that many are in the group. It will be seen that everyone can be distinguished without difficulty. He uses several cameras, in size ranging from 14 by 17 to 25 by 30 inches, each fitted with lenses especially ground for this work, and carries his own electrical appliances and can use 350 lights if required. For this assembly the electric lights were arranged on two sides of the room - in front and on one side. The regular arc light illumination was on at the time the "flash" picture was taken. All the modern methods of photography were used and many new appliances invented by Mr. Lawrence himself. He had previously succeeded in taking pictures of both the lower and the upper house of the Illinois legislature while those bodies were in session, with the same apparatus, except that flash-light powder was used. For the picture of the lower house the exposure was made five minutes after the session was called to order in the morning, and at a time when none of the members knew a picture was to be taken. Two pounds and two ounces of flash-light powder was placed about the chamber in seventy places. All was exploded at the same instant by electricity. The picture of the senate was made by the same method, the only difference being that less of the flash-light powder was used, owing to the smaller chamber. The resulting negatives in both cases were so perfectly timed that even the smallest detail in the distant parts of the great chambers are sharply depicted. These two pictures at the capitol were not the first efforts of the kind by Mr. Lawrence. Some time ago he took a picture by the same process of the Chicago Board of Trade when the business of the board was at its highest, Zion Tabernacle, Sixteenth street and Michigan avenue, was another subject of his camera. The room was filled by an audience of 3,500 people earnestly listening to a sermon. In the one-hundredth part of a second all was over, and by the use of special

lenses nearly the entire audience, as well as the speaker, were transferred to the large plate, giving faces easily recognizable from the front to the top of three galleries. A time exposure of the same auditorium, which is the second largest in the city, was made by Mr. Lawrence. This exposure required three days, the longest time of which we have any knowledge.

Our other reproductions illustrate his phenomenal success with statuary groups and with single figures posed indoors. The same clearness of detail is observable in these smaller as in Mr. Lawrence's larger pictures. These splendid results are eliciting cordial recognition from the profession in general. Mr. Sweet, of the firm of Sweet, Wallach & Co., Chicago, has had some of Mr. Lawrence's groupwork on exhibition in the firm's offices, and considers his attainments in this direction exceptional and extraordinary. The complete success of Mr. Lawrence's artificial light pictures of large bodies of men has prompted him to undertake other work of the kind. He will attempt the national house of representatives at Washington soon, and may go to Europe to follow up his triumph there. Mr. Lawrence is assisted in his work by his partner, Mr. Burton C. Dinius, who looks more particularly after the business end.

WHEN MILSON LOST HIS JOB.

Milson was a compositor with easy hours and good pay until he lost his job. He used to get home at 3:30 o'clock in the afternoon and he never started to work till 8 o'clock in the morning.

But he lost his job and couldn't find another one.

Then he began to be the busiest man on the whole South Side.

Milson is a Mason, and on his discharge his lodge gave him a position which draws a nominal salary. He gets about two days' work each week on a stock-yards paper.

He is a commissioned life insurance agent in a company which pays a big premium on memberships. He is agent for a bicycle firm, and incidentally he has had a position with the publishers of the city directory.

Altogether, Milson's dearest friend doesn't know just what Milson isn't up to, and even Milson himself is in doubt.

"I've got so many confounded little deals on that I don't know which way to turn," he says, nervously. "I tell you it's an awful thing to be out of a job. I was so hurried last month that before I was done with the June calendar I had cleared \$170.

"I tell you, the strain is awful. Having a family to care for and being out of a job is no joke in this day and time. I don't know what will become of me if I'm asked to take any more of these 'side lines.'

"As it is, I'm worked to death in the very midst of idleness!"—Chicago Record.

THE PLAIN DUTY OF EMPLOYING PRINTERS.

From the *Evening News*, of Toronto, Canada, we take the following. We cordially indorse the sentiments of the writer:

"Wherever printers are found the fame of The Inland Printer has reached. This admirably edited and beautifully printed periodical should be in the hands of every man or boy who wishes to attain a perfect knowledge of the art, no matter what branch his talents lead him to. It will be a paying investment for any proprietor who conducts an establishment where fine art work is produced, to place The Inland Printer in the hands of his apprentices, and to use what inducements he can to persuade his jours to subscribe for it. A man with an ounce of brains cannot read such a publication month after month and remain a slovenly workman. The book is bound to inspire him with an ambition to do better, unless he is past the possibility of being inspired. Recent issues are fully up to the well-known high standard set by the publishers years ago, and steadily maintained since."



"WOLFDEN," THE STUDIO OF EDWARD KEMEYS, BRYN MAWR, NEAR CHICAGO.
From flash-light photograph by George R. Lawrence, Chicago. (See page 367.)



THE DANCE.

From flash-light photograph, made at night, by George R. Lawrence, Chicago. (See page 367.)

TRADE NOTES.

THE Chicago office of the Hamilton Manufacturing Company has been removed to room 400, 334 Dearborn street.

A New York company proposes to erect paper mills in Florida to manufacture paper from the wood of palmetto trees.

The Newburgh (N. Y.) News experimented with a costly lithographing department, and are now in the hands of a receiver as the result.

CONNER, FENDLER & Co., New York City, have shipped a complete job and newspaper outfit to Klondike. Cash undoubtedly accompanied this order.

WILLIAM P. KENT & Co., for many years with the late firm of George Mather's Sons, have removed from the quarters occupied by the old firm to commodious rooms at 25 Vandewater street, New York City.

ON January 1, 1898, the Chicago Paper Company, located for a long time at 120 Franklin street, will remove to their new premises at 273, 275 and 277 Monroe street. This move will bring them a little nearer many of the large publishers and

with Marc S. Holmes, of the Holmes Paper Company, Medinah Temple building, Chicago, and informs his trade that he can serve them in a prompt and businesslike manner, and with goods exactly suited to their needs.

The Barnesville (Ohio) Republican, heretofore owned and managed by Hanlon Brothers Paper Company, has been sold to C. C. Carroll, a competent newspaper man. The paper business of the Hanlon Brothers had grown to such importance that they found it necessary to dispose of their interest in the newspaper and attend strictly to the other line of trade.

Possibly the most unpretentious business office in New York City is that of "Printers Ink Jonson." There is a most notable absence of the regulation office force and paraphernalia, nevertheless there is a distinctive business smack noticeable everywhere, which would be difficult to counterfeit. Their claim of doing a prosperous business appears to be verified.

The second annual meeting and banquet of the Chicago Association of Photo-Engravers was held November 16, about twenty-seven members being present, representing all of the firms of the association. The following officers were elected











COVER, INITIAL, AND TAILPIECE DESIGNS, BY F. W. GOUDY, DETROIT, MICHIGAN.

printers, and also in proximity to some of the other houses in their own line, and the change will no doubt be advantageous to them as well as to the trade.

The office of publication of *Profitable Advertising*, Boston's enterprising advertisers' journal, is now located in the Niles building, 27 School street, that city. Kate E. Griswold, the editor and publisher, is improving the publication right along.

The consolidation of the various cities, towns, villages, bays, rivers, and farms, to be known as "Greater New York," means the consumption of tons of paper, and the employment of a large number of printers to equip the big city with new stationery.

VILINDER B. Munson has purchased the interest held by his partner, Henry M. Hall, in Bruce's Type Foundry, New York City. The deal was completed on October 18. The business will hereafter be conducted under his own name, and as "Successor to George Bruce's Son & Co."

GEORGE W. PROUTY COMPANY, formerly of Boston, Massachusetts, have removed to Worcester, where the well-known Prouty job press, and other material which this company make, will be hereafter manufactured. The company will retain their salesroom in Boston. Mr. F. C. Winn is now the general manager of the concern.

W. E. Wroe, formerly manager country sales department of the American Paper Company, Chicago, has associated himself

for the ensuing year: Oscar E. Binner, president; E. S. Osgood, vice-president; Charles J. Whipple, treasurer; F. D. Montgomery, secretary.

Spruce wood to the amount of 1,000,000 cords is annually consumed in the manufacture of paper and paper pulp. In order to obtain a uniform and economical supply of this wood an organization of the pulp and paper men, representing a daily output of about 1,200 tons of white paper, is planned. They will purchase large blocks of spruce lands in New England, from which they will use the timber at the rate of 2,000 cords a day.

Joseph Wetter & Co. have removed from 20-22 Morton street, to 515 Kent avenue, Brooklyn, New York. The increased business which their popular numbering machine has created for itself made this move imperative. Their new location has about double the capacity of the old, and is being equipped with several new and ingenious special machines, which the successful manufacture of their meritorious numbering machines demand.

R. D. Sawyer, formerly editor of the American Pressman, a position which he filled to the satisfaction of all, resigned on November 1 to accept an engagement with the Miehle Printing Press & Manufacturing Company. Besides having charge of the advertising for that firm, Mr. Sawyer will also attend to sales, and his wide acquaintance with people who would be

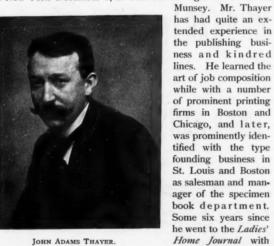
likely to buy machinery of the kind he deals in will undoubtedly be of great assistance to him in making a big success of his new connection.

THE Paper Mills' Company, Marquette building, Chicago, is sending out this year a calendar and paper weight for 1898, which is quite a novelty. The box inclosing the calendar pad represents a bundle of book paper and makes a very handsome ornament for the desk, at the same time being a most attractive advertisement for that company. Things of this kind, that are retained throughout the entire year, are valuable advertisements. The Paper Mills' Company has certainly hit upon a good plan to keep its name before the people during the coming year.

THROUGH oversight the wrong name was given in the October number of THE INLAND PRINTER in mentioning the Pittsburg manager of the American Type Founders' Company. Mr. George L. Follansbee is the manager of that branch, and we learn from Mr. Nelson,

the general manager of the company, that Mr. Follansbee is a very energetic and enterprising man, and that no branch of the company is run in better shape or secures better results in proportion to the territory operated in than that branch. Mr. Follansbee is so well known in his territory that it is hardly necessary to make this correction.

JOHN ADAMS THAVER, for the past six years advertising manager of the Ladies' Home Journal, has resigned, and goes to New York December 6, as business manager for Frank A.



JOHN ADAMS THAYER.

the principal intention of improving the appearance of its advertising columns, and he soon after became the advertising manager of that publication. The superiority of the typographical and artistic appearance of the Journal's advertising columns is world-wide, and many of the very attractive advertisements that have appeared in that publication were originated and carried through to completion by him. The beautiful fourth-cover designs, in colors, costing the advertiser \$4,000 for each insertion, have been admitted to be the best work of the kind.

MANY a man pays three thousand dollars for advertising space and three hundred cents for the stuff he puts in it, -N. C. Fowler, Jr.



PINE-TREE STUDY FOR BORDER DESIGN, BY A. JACKSON

BUSINESS NOTICES.

This department is designed exclusively for business announcements of advertisers and for descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Statements published herein do not necessarily voice the opinion of this inurnal.

A. W. KOENIG & CO.

In our advertising pages the advertisement of the above firm appears. They have recently issued a handsomely illustrated 152-page catalogue of ornaments, cuts, etc., for the printer's use. Their large business has been due to the studious regards of the requirements of printers.

THREE THOUSAND.

Just think of it, 3,000 paper cutters; what mountains of paper 3,000 cutters are cutting every day. Why, if each machine cuts only a hundred pounds it will mean 300,000 pounds a day. We are informed by the manufacturers that they have just completed Advance cutter number 3,000, a magnificent record for this popular machine. See their ad. on page

CALIFORNIA EXCURSIONS.

Personally conducted California excursions leave Chicago every Wednesday via the Burlington Route to Denver, thence via the Denver & Rio Grande Railway (the scenic line of the world). Parties travel in Pullman tourist sleeping cars fitted with every convenience, which go through to California and are in charge of special agents of long experience. For particulars address T. A. Grady, Excursion Manager, Chicago, Burlington & Quincy Railroad, 211 Clark street, Chicago, Illinois.

A REMARKABLE RECORD.

Few firms in this country can claim, as do Messrs. Loring Coes & Co., of Worcester, Massachusetts, makers of machine knives, that for the last seven years they have been behind orders, uninfluenced by political changes or business depression. This fact they can account for only by saying that they make the best goods of the kind on the market, and that they are always in demand. The last year they have improved their output in several ways, and especially have found a new method of stiffening their knives made for heavy paper cutting. Very few can estimate the varied strains to which a knife of this kind can be put by careless handling, and no one not in the business can even guess the loss to printers in a year by abuse of this most essential adjunct to the printing house. With these things in view, they now have proved that their knife is thirty-five per cent stronger than any ever put on the market, is of more uniform temper and has better finish than any other. They issue special printed matter in regard to these points, which anyone can get by writing to them.

CHRISTMAS TIME SILHOUETTES.

The Harper Illustrating Syndicate, 100 North High street, Columbus, Ohio, have brought out a timely set of ornaments



for Christmas. There are six characters in the set, each of which tells its own story. They will help brighten many a piece of printing.

"WHAT FOOLS THESE MORTALS BE."

This is the title of a little book describing the economic features and other advantages of "Tarcolin," a recent preparation for cleaning printers' ink from type and rollers, and which is doing a goodly work by cleaning benzine out of printing offices. The fact that "Tarcolin" is used in the printing department of this paper ought to recommend it to every first-class printer. The fact that it lessens insurance, lessens printers' bills for detergents, and insures safety in printing offices are all set forth in this little book, and should be read by every printer. It will be sent free by mail upon application to the Delete Chemical Company, 126 William street, New York.

MARCUS WARD & CO'S CALENDARS.

Calendars, of all hues and descriptions, juvenile, patriotic, literary, romantic and domestic, and in all styles, card block, screen and other fancy shapes, can be selected from the bewildering array just published by Marcus Ward & Co., Limited, of New York. All richly printed or lithographed, and exhibiting unusual good taste in designs, coloring and quotations, it is difficult to pick out those deserving special mention. The calendars for children are many, and their bright colors and pictures will please the little ones.

"Playmates" is a four-leaf and "Happy Days" a twelveleaf calendar for the young folks, and bear designs of children and their pets lithographed in gold and colors. Another is the "Children's Calendar," showing groups of happy children gathering flowers, lithographed in full scale of colors with gold. On the leaflets are Scripture texts for every day in the year.

Mothers will be delighted with the "Cradle Songs"—a four-leaf calendar with scenes of babyhood in different lands, lithographed in full scale of colors on extra heavy cardboard and tied with silk cord.

For mademoiselle's boudoir is provided the "Lady's Calendar." It has an easel back, and also ribbon tie, so that it can

either stand on the desk or hang on the wall. In the center is an exquisite sepia photogravure, in an oval blue and gold frame. Poetical quotations are given on the daily leaflets.

The dominance of bicycling as a popular sport and recreation is recognized by the preparation this year of several styles that will appeal to its devotees. One is called the "Wheel Calendar," a four-leaf calendar with cycling scenes: (1) On the Road, (2) Coasting, (3) Resting, (4) On a Tandem. Ornamental borders introducing cyclists' accessories. It is lithographed in full scale of colors on extra heavy drawing board, and is provided with broad ribbon bow and staple for hanging.

Another offering to the bicycle shrine is the "Our Time" calendar, with four panels depicting four phases of a bicycle courtship. This is lithographed in full scale of colors and gold, on extra heavy cardboard, with embossed border.

The popularity of purely literary calendars is evidenced by the twenty-third annual issue of the "Shakespeare Calendar," bearing a well-known scene from "As You Like It," lithographed in full scale of colors and with appropriate quotations from Shakespeare and other information on the daily leaflets.

As a contribution to the growing spirit of patriotism the "Calendar of the American Revolution" will be appreciated. On the mount is a fine portrait of George Washington on a Wedgwood plaque, and on the top of the date-pad the first flag adopted by Congress in 1776. The dates are printed in red, and a historical event, connected with the eight long years of the struggle for independence, is recorded, with apt quotation from some well-known American writer. This calendar should hang in the home of every patriotic American.

A NEW CONDENSED LETTER.

The American Type Founders' Company has just brought out a new condensed type called the "Binner Gothic," designed by Oscar Binner, Chicago, a sample line of which is shown herewith:

AMERICAN Type Founders Company

The letter is an exact reproduction of a line used in the Binner ads., and at present is made in seven sizes, in upper and lower case, with several other sizes in preparation.

This face, in about a 60-point size, reading

BINNER PLATES MEAN PERFECT PLATES

is very familiar to every reader of The Inland Printer. A page of this series is shown elsewhere in this issue.

THE BEST EMBOSSING COMPOSITION.

DENVER, COLO., November 9, 1897.

The American Type Founders' Company:

DEAR SIRS,—On looking over a copy of the American Pressman, I notice a request for testimonials on Burbank's Embossing composition. I want to say it's the best I have ever used, and I have used several kinds. I am writing on a sample of the work done with it, and although this was an easy die I will have a more difficult test for the composition in a few days, namely, a 6-ply dance programme. For convenience and hardness, and the ease with which it can be applied, it can't be beat. Counters can be taken off the press and used again. This job is the second time I have run from the same counter. Will send you one of the programmes when off. We expect to emboss our dance programme with your composition.

Yours respectfully.

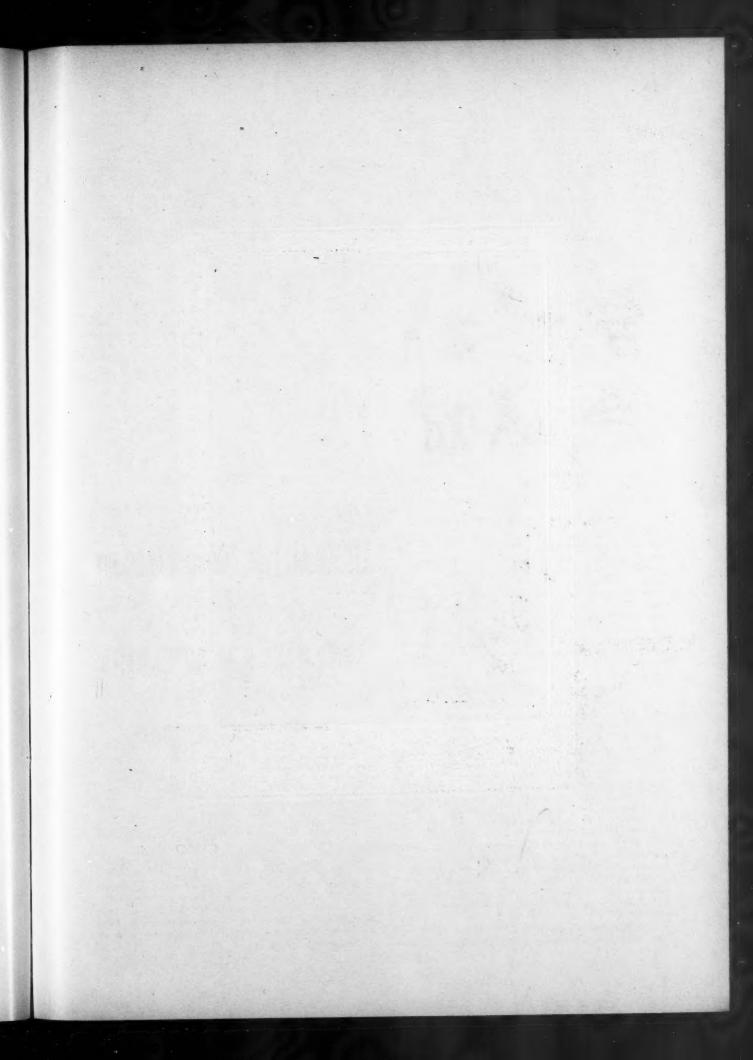
With News Printing Company,

Job Department.

C. F. BICKETT,

1633 Arapahoe street.

Burbank's Embossing Composition is for sale at all branches of the American Type Founders' Company. Orders of fifty pounds at one time from one firm of embossers have been filled. The price is 75 cents net per can, with directions. Lawlor's "Embossing Made Easy" is the standard book on embossing, and costs \$1 net.





Milland F Bringham

MILLARD F. BINGHAM.

PRESIDENT OF THE SAMUEL BINGHAM'S SON MANUFACTURING CO.

Millard F. Bingham, whose half-tone portrait appears in this issue of The Inland Printer, is the youngest son of Samuel Bingham, the pioneer roller manufacturer of America, whose name for half a century has been a household word among printers. He was born in New York City in 1847, about the time his father embarked in the business which afterward made his name famous. Like his elder brothers he was brought up in his father's factory, remaining there until 1877, where he acquired a thorough knowledge of its details. In the spring of the year 1877 he came to Chicago and established himself in business. The expediency and wisdom of his choice has been vindicated by the unexampled success which has attended his endeavors; for he is now at the head of the largest, the best equipped and most complete establishment of the kind in the world. Some idea of the extent and character of the equipment of the Samuel Bingham's Son Manufacturing Co., of which he is president, can be formed by a glance at the accompanying half-tone reproductions from photographs of some parts of the interior of the factory.

Constant and tireless in searching out new methods and improvements, he has spared no labor or expense necessary to meet the increasing requirements of the trade. Every detail of the old methods of manufacture has been so extended and improved that the business, both in manner and product, has attained a degree of excellence unique and unrivaled. This is an achievement which is a striking illustration of the result, under favorable conditions, of persistency, energy and enterprise, and which is but the fitting and natural reward for the

exercise of those qualities.

The subject of this article has always taken great interest in public questions, especially those of a social and industrial character. As a reader and student on economic subjects, his leanings have been toward economic speculations, particularly toward the theory of taxation advocated by the late Henry George. He has long been an admirer of this thinker and philosopher and has enjoyed his acquaintance and friendship. Mr. Bingham was one of the organizers of the Chicago Single-Tax Club, and served a term as president of this society, which has long been noted for its intellectual power and the fearlessness with which it asserts the natural and God-given right of all men to equality of opportunity, as well as for its steady and uncompromising hostility to special privilege and governmental favoritism. This is his argument for the Single Tax and what

No careful business man can be blind to the unhealthy conditions now affecting the industrial world. Prices are being cut below the margin of a living profit; wages are lower and jobs harder to get than ever before. And it is the business man whose capital is either partly or wholly unemployed, or who fears it soon will be, who cuts prices; it is the man out of a job who cuts wages. The purchasing power of the nation does not keep pace with its productive power. We find in business conditions phenomena the very opposite of the Malthusian theory; that while, as manifested by the effective demand for goods, the needs of the people increase by an arithmetical ratio, the power to supply them increases in a geometrical ratio. This constant and accelerating decline in the purchasing power of the market is the problem of our time, which business men cannot solve by the ordinary economics of management. We know that where little wealth is produced - as, for instance, in Labrador, wages and business profits must be small; but where, as in the United States the average productiveness of all occupations has increased at least to fifteen times as much as it was forty years ago (according to the Federal census authorities), then wages and profits ought to be high, unless a portion of the product is taken from the producer without recompense. No other explanation of business depression is possible. A further examination into the history of our economic development discloses the

fact that this gain resulting from improved methods does not accrue to capital generally, as such, for interest falls; nor to special forms of capital, such as machines, for they fall in value; nor to business ability, for business men are obliged to content themselves with a diminishing margin of profits; nor does it attach to manual labor, for wages fall. But among all these falling values we find one value to which attaches a constantly increasing capitalization, and that is the value of land and the special privileges running with the land, namely, the ownership of public utilities, such as water, gas, electric, telephone and transportation monopolies.

That, among all primitive peoples, the equal right to life was recognized to involve an equal right to the use of the earth, may be seen by the customs of the early Germans; by the usages of the Slavonic and early Aryan villages; by the Brehon laws of the Irish, and, above all, by the Mosaic code. But as the progress of civilization brought on the erection of permanent and valuable improvements, and the collective ownership of family and tribe was superseded by the institution of private property, the lands held formerly as the common property of the tribe were necessarily parceled out into exclusive, individual allotments. Thus the institution of private property in landi. e., the holding of land in severalty - necessarily came about with the substitution of private property in other things for tribal property. And it is evident that private property in the products of labor and the holding of land in severalty are bound together. Under these conditions modern life has resulted in an intense social coöperation which has produced great cities, with their factories employing thousands of men, and the long lines of railroads uniting the far-away provinces.

The productiveness of labor is determined by two factors,

the variation in the fertility of the soil, which is slight, and the variation in the degree of the coöperation and subdivision of labor, which is very great. Away out there in the desolate places where land can be had for nothing the producer is reduced to the condition of the primitive uncivilized man, and can barely sustain himself - for he to the least extent participates in the benefits of coöperation, of progress and of civilization. Hence arises great variation in the value of locations; for he who controls the privilege of using land where social coöperation is possible, can sell to another the net gain that can be realized through this coöperation. Hence the unrestricted private control and appropriation of the value accruing to allotments in severalty carries with it the power to appropriate without labor the increase in the general productiveness of labor above the productiveness of the isolated pioneer in the wilderness. This the institution of private property does not require, and, in fact, is opposed to it. For the possibility of reaping an unearned gain prompts speculation, and this anticipating future unearned profits accelerates the rise in location values, and thus deprives labor and capital of access to the natural bounties by raising rent or the price of land beyond the reach of labor and capital. Thus there results the unnatural spectacle of vast stretches of idle lands, even in the confines of the city of Chicago, while capital and labor seek vainly for employment. The high prices paid for land make it a desirable investment; but accompanying and as a consequence of this kind of social establishment there result vast secondary monopolies of trade and commerce which profit by low wages and business adversity, and which, to protect themselves, have ever in reserve the army of unemployed laborers and capitalists, who are forced, by the present one-sided and oppressive competition and the lack of other opportunity, to accept whatever terms or markets they can find.

We hear much denunciatory talk about the so-called "competitive system." But we suffer from the lack of competition, not excess of it. That the unhealthy, jug-handled, cut-throat, so-called competition of starving, empty-handed labor; of idle, wasting capital, is not competition at all, but the very opposite, will readily be seen by comparison with the real article. For, if we had a real competitive system, the bosses would as

eagerly compete for men as men compete for jobs; buyers would as eagerly compete for goods as merchants for customers. For labor cannot sell tomorrow the time which is unemployed today. Capital unused wastes away, becomes antiquated and declines in value. Crowded by the law which compels man to live from hand to mouth "by his daily bread," unemployed labor and capital must accept on the instant the terms imposed by those who control the use of the natural resources of the earth—the industrial area. As wages fall, business prosperity declines; for low wages means business adversity. As labor and capital by the extravagant price of lands held idle for speculation are deprived of the opportunity to employ themselves where reason and natural fitness declare they should be employed, they crowd into our industrial cen-

union if it were not for this monopoly of the earth. And so long as the masses of men are denied their natural and equal right of access to the primary opportunity of all labor, no mere secondary monopoly of trades, or system of caste, can avail. History is full of such failures. Such was the institution of caste in Egypt, and such it is now in India. The Chinese have not been able in the end to maintain wages above the starvation level, although among them trades unions whose regulations are and have been enforced with the utmost rigor, have prevailed for unknown ages, and on a scale never elsewhere attempted by man. As late as 1798, the French farm laborers, living on roots and grass, could not find employment in their slavish tasks, unless members of a guild. These unemployed laborers constitute the reserve forces of monopoly, and will



OFFICE FRONT OF THE NEW HEADQUARTERS OF SAMUEL BINGHAM'S SON MANUFACTURING COMPANY,
201-207 South Canal street, Chicago.

ters. There the unemployed laborer, driven by the necessity that knows no law, underbids the fellow-workman; there the small tradesman who is not needed is eaten up after a brief and hopeless venture. Capital deprived of its legitimate field must compete for business in a constantly declining market. Under these conditions no possible combination of the employed laborers, as such, can protect themselves. And no combination is possible among the unemployed. Some new opportunities for employment must be found for the labor and capital out of employment. What is more obvious than that the opening up of the natural resources is the true remedy?

It is here that trades unionism, however noble its aim and purpose, fails, and must fail. There would be no need for the batter down the strongest and most powerful combination of employed labor.

The Single Tax proposed by Henry George is the only remedy which will compel the development of our national resources. It is said on the highest authority that only one-eighth of the available area of the United States is now in use. Hence, the Single Tax will have the practical effect of increasing eight times the area of the United States! Under its beneficent and creative influence a continent seven times larger than that discovered by Columbus, will rise and appear around us. This will solve the labor question, and put an end to industrial depressions, by providing for all labor and capital a permanent field for constant and remunerative employment.

PRINTERS' ROLLERS.

SKETCH OF THE LEADING HOUSE IN THEIR MANUFACTURE.

The power that renders the pen mightier than the sword is the printing press, which opens the whole world as a field for the never-ceasing conflict of ideas. And yet the quality of this power and its value, from mechanical and artistic standpoints at least, are largely dependent upon the reliable character of an adjunct of the press to which by far too little consideration has generally been given—the roller which applies the ink to the surface of the type or plates.

The highest art is sometimes required to produce the simplest forms of utility and beauty. The simplicity of an article may be the truest measure of its value. It has required no 1826, and the inking roller was speedily adopted and improved in the United States. An idea of its importance may be formed when it is remembered that but for the adoption of rollers the use of fast presses for newspaper printing would have been impossible, and the reproduction on the printing press of the finest art work could not have been hoped for.

The following extracts are from an able address on rollers and roller composition, delivered by Mr. R. J. Morgan before the United Typothetæ of America recently on the qualities of a good roller and its manner of manufacture:

"What are the qualities of a perfect roller? Of course its form should be mechanically true and exact. First, it should neither shrink nor swell. Not only does shrinking or swelling cause loss of valuable time in setting the roller properly, but



COUNTINGROOM AND RIVATE OFF

small degree of mechanical art and no little scientific study and practical experience to develop from the leather inking ball of the last century the modern printers' roller in its highest perfection. The stage in this development at which the brightest inventive ingenuity and the most experienced skill were required was not in the earlier days of the glue and molasses roller, but when mechanical attention was so earnestly directed toward perfecting the rapid printing press.

It was a slow but very long and important step in the development of printers' rollers when, after nearly twenty years from the first use of a composition of glue and molasses as a substitute for inking forms by hand, the plan was tried in this country of making a roller of glue and molasses, such a composition having been in use some time before in England. This was in

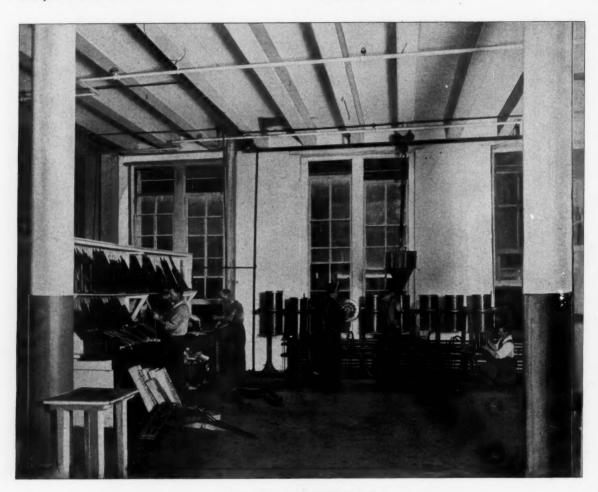
they are always accompanied by a variation in the quality of the roller. Second, the elasticity of the roller, if not absolutely perfect, must at least be good, so that it can adapt itself perfectly to the pressure upon the form. Third, it must have a sufficiently strong affinity for ink to take instantly a sufficient supply of ink from the ink table. Fourth, it must part with its ink properly to the form. We expect a roller to do all this perfectly under all the varying conditions of heat and cold, dryness and superabundant moisture. It is a most difficult problem, yet it is wonderful how nearly we can satisfy the conditions. We can overcome the difficulties presented by variations from dryness to excessive moisture almost perfectly; we have made considerable progress in overcoming the difficulty presented by great variations of temperature, but that is still the chief

difficulty. It has not yet been entirely overcome, and summer rollers and winter rollers are still a necessity. It used to be, not so long ago, that no summer roller could be got to work at all in winter, and vice versa. Now we can produce rollers that will print tolerably well in the opposite season; we have not got there perfectly yet; we can only attain the result much more closely than we used to.

"Not only do defects in the face of rollers interfere with the best printing and prompt cleaning, but they render the roller liable to tear on the press. The adhesion to the ink table is very considerable, and much power is exerted in the pull of the roller as it drags across the table. Defects on the face of the roller give the ink table a chance to start a tear there and pull out a piece of the face.

sometimes they will not season at all, as long as certain weather lasts. When the air is already saturated with all the moisture it can possibly contain and carry, it is useless to expect it to dry a roller rapidly. The seasoning is judged solely by the toughness of the roller, when the end is pinched between the thumb and finger. If it is tough, it will do; if not, it is risky. Soft inks require less seasoning than for stiff inks; winter requires less seasoning than in summer. The cold dry days of winter are much drier than the driest summer days. The cold condenses the moisture of the air and removes it.

"But after a roller is once properly seasoned, the seasoning should not continue. The less further seasoning the better; therefore, after they are once seasoned well it is best to leave the ink on them as much as possible. This increases the dura-



GORDON OR JOB ROLLER DEPARTMENT.

"After a roller is made, it is not done and ready for use until it is seasoned. Seasoning is just as much a part of its manufacture as the casting of it is. No piece of furniture is ready for use or shipment the moment it is varnished, and it is seldom that a roller is fit for use the day it comes out of the roller mold.

"Now, seasoning is not a matter of hours or days at all, and it must not be estimated that way. Seasoning is solely a matter of toughness, of resistance to the powerful pull of the adhesive ink-table. It is not a matter of time at all, and there is no rule of time by which rollers should be seasoned, three days or a week or two weeks. It depends on the drying qualities of the existing weather. Sometimes a roller will season amply in two days, sometimes in one day—there is such weather—and

bility of a seasoned roller—or rather it retards its aging. Rollers may often be seasoned while in use. For the first month or so, clean them as soon as the run is done, and set them up in a dry, airy place, so as to season during the intervals of work. A great deal of seasoning can be got this way. But stop the seasoning as soon as possible after the right degree of toughness is once reached. Keep the roller that way.

"Now, what rollers are the cheapest? Generally speaking, the best rollers you can obtain are the cheapest.

"If the quality of your presswork is twenty per cent better than that of your competitor, the public is sure to find it out. The public will pay you a better price than it will him, and it certainly will prefer your work at the same price. This is an important business advantage. Even a mere preference at the same price is very important. The public is far better educated in the matter of typography and presswork than it was twenty years ago. No firm wants their catalogues or price lists to look one whit inferior to that of competitors. Every excellent piece of work is an advertisement, and provokes the question, 'Who printed this for you?' You can't have any advertisement whatever equal to excellent work.

"Now, the roller is the most important thing in presswork; you can have the best presses, new type and a skillful pressman, yet, with inferior rollers, you cannot produce the best work. Now, what is the use of expending thousands of dollars on fine presses for the purpose of improving presswork, and then of wasting part of that investment by using inferior rollers? Why reduce the grade of presswork that your press is

well as poor ones, but they are the very least expense in any job. Mr. Wade used to remark, that as ink was the very least item of expense in any job, it paid well to have the best. This was true, but rollers are a smaller item of expense in any job than even the ink, and it is false economy to have any but the very best. It is also false economy to delay renewing them when any gain in the grade of presswork can be achieved by so renewing them. It is not right to regard rollers as an expense, like rent or light, to be cut down to the last degree at the expense of the reputation of the office for grade of presswork.

"Rollers should be regarded as part of the material of each job just as ink is, and should be charged for in the estimate. The increased grade of presswork produced by good rollers



CYLINDER ROLLER DEPARTMENT.

capable of, to the grade that a much cheaper press, with the best rollers, will produce? There is no economy in that. When a first-class press builder sells you a good press to perform a certain high grade of presswork, he understands and expects you to understand that, to meet his claims, the rollers must be of the best. He does not expect you to drag down the grade of presswork produced by his press by small economy in rollers. Some rollers may cost a few cents a pound more than others, but it only takes a very slight increase in the excellence of the rollers to far more than pay for the slight difference in cost. What we have to consider is the excellence of the presswork, and the saving of time and wages. It is true that good rollers cost money, as

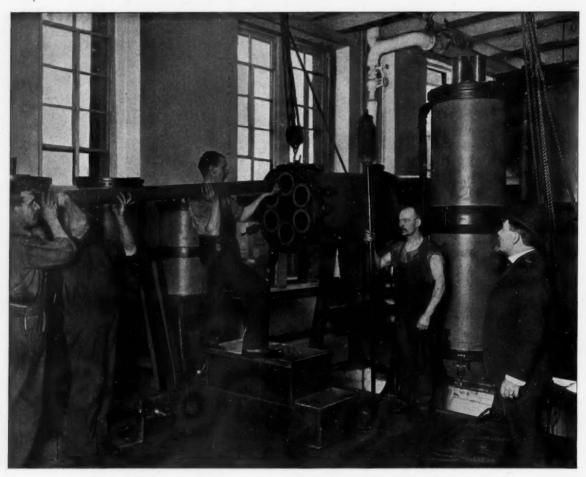
certainly justifies this charge for the rollers used. The loss of customers and the slight loss of reputation to the office for slightly inferior presswork—these losses certainly far more than counterbalance any false economy in rollers. Flatly, from an economic point of view, it pays to have the very best, and it is a loss to the office to have anything else. There is another point to be considered. Hands are the most important expense in an office. Help is high, and it takes business and profit to pay the pay roll. Skilled pressmen are expensive. Most printers, if they kept a fine carriage and a span of horses, would think themselves extravagant; but one skilled pressman costs more to keep than the carriage and horses. Every hour of his time costs money; a little time wasted or demanded on

each job each day amounts to more than the rollers for that press amount to in a year."

In earlier days the manufacturers of printing presses furnished a tube or mold with each printing press, in which the rollers were to be molded, and each printing office at that time observed the custom of making rollers for its own use. It was part of the education of a pressman at that time—a part of his trade—to know how to make printers' rollers. As the business advanced and presses became more numerous in an establishment, that special feature was delegated to some employe, as the pressman could devote his time to more advantage and profit by attending to his duties as a printer than to waste it in making rollers—generally taking him all day to prepare the material. As the printing business increased, the demand for

fifty-two years to the work, or the remainder of his long life of eighty-nine industrious and useful years. He established a house in New York for the manufacture of rollers, which soon became one of the prominent institutions connected with the printing trade. Long before his death his name was widely known throughout the printing fraternity and the product of his establishment was regarded as the standard, embodying the results of the best experience and the most progressive ideas of the times in this line of manufacture.

The three sons, Leander K., William H. H. and Millard F. Bingham, learned the business of their father, and as they grew up from boyhood at the work of manufacturing rollers and perfecting composition, they came to be recognized as the authorities in these lines. Of naturally inventive bent, each contrib-



PREPARING THE LARGEST GATLING FOR CASTING ROLLERS FOR MAMMOTH WEB PERFECTING PRESSES.

rollers increased, and as some printers did not have facilities to manufacture rollers, there was a field, although at that time a limited one, for the specialty of rollermaking; the same as in early times people used to make their own candles, but afterward they found it paid them better to buy them from those who made a specialty of that business. Besides, those who make a specialty of a business naturally excel and do better work than those who work occasionally.

The man to first make an important business of producing printers' rollers in this country was Samuel Bingham, of New York, who is recognized as the pioneer of this industry in America. Mr. Bingham, a native of New Hampshire, made his first roller when he was thirty-seven years old and devoted

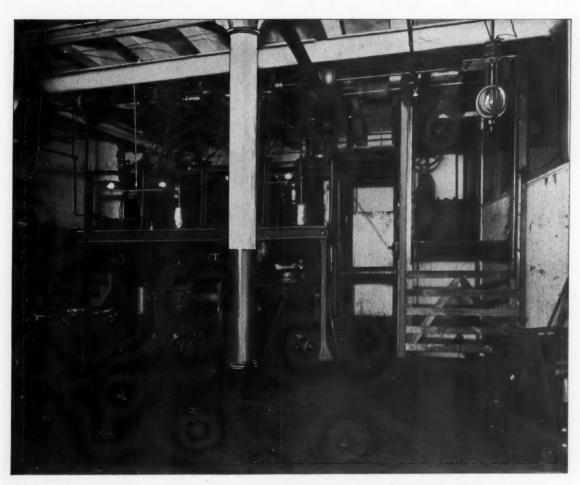
uted much in the way of mechanical improvements in the process of manufacture as well as in practical ideas that have resulted in the production of a roller composition that meets the most exacting demands of all kinds of presses and of every grade of work, from the simplest printed sheet to the finest specimens of modern art in printing. So true is this that the name Bingham is as naturally associated with the highest development of this important adjunct of the press as is that of Gordon or Hoe with the printing press.

M. F. Bingham, the youngest son of Samuel Bingham, came to Chicago in 1877, from the New York establishment. With a plant that included all the best ideas, inventions and formulas pertaining to rollermaking up to that time, he started in the

manufacture of rollers at 147 and 149 Fifth avenue, and realized that he must rely for success upon his own ability and experience and his knowledge of printers' needs, together with the important advantage of the reputation already earned for his family name in this line. He found a hospitable field ready for him and glad to welcome him; a field that has constantly widened as he has shown his ability to appreciate and meet its demands. The history of the business has been one of uninterrupted and steady growth, to such an extent that it has been necessary to increase the manufacturing facilities frequently during the past twenty years. The present result of this, or its visible mechanical form, is seen in the large establishment at 201-207 South Canal street, Chicago, where the Samuel Bing-

a fair idea of the appearance and workings of the many different sizes of the rapid and effective "Gatlings."

Previous to this invention, while wonderful advancement had been made in printing presses and in other appliances pertaining to printing, there had been no corresponding improvement in the making of rollers. This was the first invention that could be depended upon to produce round, straight and smooth rollers and produce them RAPIDLY. There is no other process today which can produce rollers perfect in these respects. It is not necessary to tell any intelligent printer that these qualities are essential to good printing; he knows that nothing could be more so. Pressmen have been too often unjustly blamed for inferior work not to appreciate the value



MELTING-KETTLES.

ham's Son Manufacturing Company has the most complete plant in the world for the manufacture of printers' rollers.

It can safely be said that every prominent advancement in the perfecting of inking rollers in the United States has had its origin in this family of rollermakers. The most important improvement by far that has been devised since rollers were first made—in fact, the improvement which has revolutionized the industry—is the Bingham invention in use by the Samuel Bingham's Son Manufacturing Company, and known as the "Bingham Gatling Gun Process" of molding rollers. In this process Mr. Bingham has combined into a most ingenious and superbly working machine all the most valuable devices for perfectly molding rollers, each one of which devices originated in his family. The illustrations accompanying this article give

of these qualities—inferior work for which not their skill but defective rollers were responsible. Under the Bingham process accuracy is assured in these vital points of a roller; and yet the process is so rapid that a promptness never before dreamed of in filling orders is possible. Rollers received at this establishment in the morning can be sent back the same day.

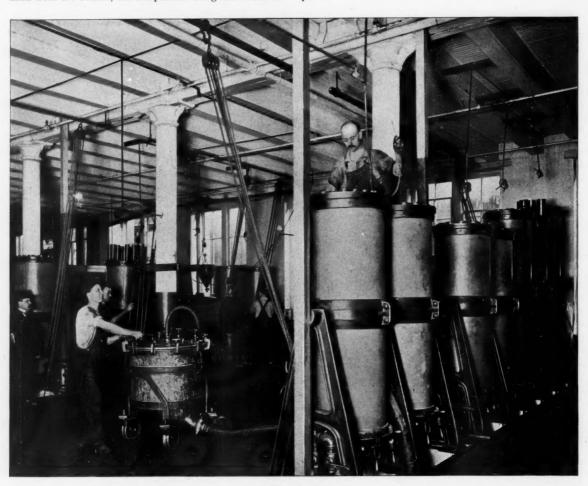
In Bingham's Gatling Gun process the molds or tubes are grouped firmly and permanently together according to sizes in cylinders suspended on trunnions, which afford means for operating them in a convenient and expeditious manner. The large ones are placed over openings in the main floor, where they are filled, and the rollers are discharged from them to the floor below, where the shipping department is located. The accompanying illustrations will give the reader an idea of the

plant and facilities of the Bingham establishment and the various features of the process of manufacture, from making the composition to shipping the finished rollers carefully boxed and ready in many cases for very long journeys; for rollers and roller composition are shipped by this house all over the United States and Canada and even to London.

The tubes in the cylinders are made of the finest steel, being bored from the solid ingot with the accuracy and finished to the nicety of a rifle barrel or a piece of Gatling ordnance, which the roller machines much resemble in form as well as in the effectiveness and rapidity of their work. In fact, they are bored by the same machines that are employed in boring the Hotchkiss cannon for the United States Navy. The molds are filled from the bottom, the composition being forced into the

lieutenant, Mr. Hodges, who in the long term he has been connected with the firm has done so much to perfect the system employed in its business. Either of these gentlemen will give the visitor their special attention, and extend every facility in their power for inspecting the works.

On entering the main rooms of the establishment, which are cleaner and tidier than the average kitchen, the great batteries of "Gatlings" first attract the eye, and then near them the huge caldrons of boiling composition, ready to be poured into kettles and from them into the open tubes. There are several sizes of the "Gatlings": those that do duty for the Gordon press rollers, and ranging from that up to the enormous fellows that turn out the largest rollers for a great rotary perfecting press.



FILLING GATLINGS.

cylinders by compressed air. Before being filled the molds are carefully cleaned and heated to a uniform temperature to avoid chilling. The composition once in them it is cooled by artificial means. With these and other ingenious appliances the greatest rapidity and at the same time a perfect product are assured. To perfecting this process Mr. Bingham has devoted much study and a vast amount of costly experimenting, for there were many trying difficulties to be overcome; but it is now complete to the minutest detail, and is the crowning invention in the history of rollermaking.

A visit to the Bingham plant, at 201 South Canal street, Chicago, is extremely interesting and will repay the printer who wishes to know more about how his fresh rollers are made. He will find in the spacious office Mr. Bingham, or his able

Mr. Bingham explains that originally the molten composition was poured in from the top. Under another Bingham patent this has now been improved so that the composition is forced in from the bottom by means of pneumatic pressure. In this way twenty firm, perfect rollers can be made in one minute, whereas before only one roller could be made at a time, as the composition had to fill first one tube and then another of the cylinder.

The advantages by the improved Bingham process are obvious. To enumerate some of the reasons why it makes a roller as perfect as art will permit:

r. There is less shrinkage of the rollers, because thicker composition can be forced in by pneumatic appliances than could be poured in by the old method.

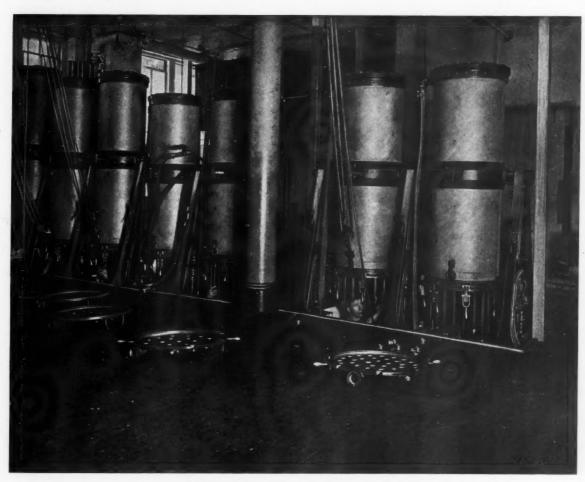
- 2. As the composition is forced upward, there are no pin holes.
- As the rollers, when molded, slowly glide out of the tubes by gravity, there can be no tearing or unevenness caused by pulling.

These reasons explain why the Bingham rollers are absolutely free from imperfections,

In addition to having the valuable mechanical appliances mentioned for casting rollers Mr. Bingham is the fortunate possessor through inheritance and by invention of a collection of formulas for making roller composition worth thousands of dollars—in fact, its value to the manufacturer can hardly be overestimated. These formulas represent years of study and the practical experience of two generations of experts in

But their imitations have been of a cheap order, testimony to which is found in the constantly increasing popularity of the Bingham rollers, justly claimed to be not only the *pioneers* but the *leaders now and always*.

It is impossible to make a roller, of materials at present known, proof against all climatic changes, so that the same roller will work equally well in hot or cold weather. As is generally known among printers, a harder composition is required for summer use than for winter use, and yet many printers unjustly blame a roller for not doing as perfect work out of its season as in its season. The Bingham rollers are less influenced by climatic changes and come nearer to being all-the-year-round rollers than any others manufactured, as can be abundantly shown by the testimony of the experienced.



DISCHARGING GATLINGS .- VIEW OF SECTION OF MAIN FLOOR.

this line. It would be difficult to tell upon which the most depended in making the best roller—the proper casting of the roller or the ingredients of the composition and the scientific correctness of the proportions used. The collection of Bingham formulas is carefully guarded and is being added to as fast as anything of value is discovered in the perfecting of roller composition. These formulas of themselves would be sufficient to account for the prestige of the Bingham rollers, while the mechanical inventions described are greatly increasing that prestige.

Imitation is the highest compliment. The enviable reputation which the Binghams have acquired has led a host of inexperienced men to try to imitate their methods and products. It is because Mr. Bingham has insisted that the manufacture of printers' rollers should keep pace with the advance made in other departments of printers' appliances and it is to his earnest study of the real needs of printers that the firm owes its fifty years of continuous labor and achievement. The printers have not been slow to appreciate this application of scientific principles to the art of rollermaking, upon which good presswork is so vitally dependent. They know that a Bingham roller means an honest quality of goods—the best there is in the market—and the absolute reliance they have come to place in the brand is a better testimonial than any amount of medals and "honorable mention," although the great expositions have also given generous recognition of the superior merits of the

Bingham product. No better or more reliable information concerning the superior quality and characteristics of the Bingham rollers could be wished for than is found in the opinions of the pressroom authorities of the daily papers of Chicago, as well as leading job offices. We quote from some of their testimonials as follows:

OFFICE CHICAGO TRIBUNE.

Samuel Bingham's Son:
DEAR SIR,—The "Galling" roller machinery you have invented for the manufacture of rollers for fast newspaper web presses more than meets the requirements of the day. Machine-made rollers, as made by you, are far more perfect than when made in the old way, and for the time the Tribune has used them not one word of fault could be found. We can send to your factory fifty roller stocks in the morning, have them back in the afternoon and ready for the press at midnight. No pressman should make his own

OFFICE OF HENRY O. SHEPARD COMPANY, CHICAGO, ILL. M. F. Bingham :

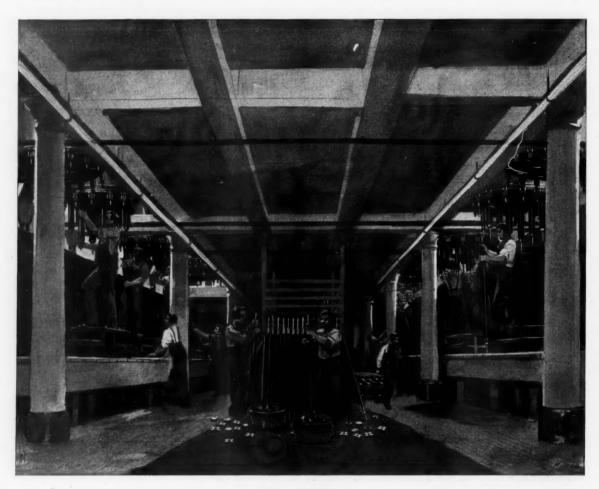
DEAR SIR,— Replying to your request for my opinion of your machinemade rollers, will say that during an experience of some twenty years in the pressroom and having tried nearly all kinds of rollers, I can say that the rollers made by you, by your new process, have given me the most satisfactory results in all particulars, and I consider them the best I have ever used. Respectfully, FRANK BECK.

Foreman Pressroom, The Henry O. Shepard Company.

OFFICE OF CHICAGO TIMES-HERALD.

Samuel Bingham's Son, Chicago:

DEAR SIR,—Allow me to say a few words commendatory of the efficiency of your "Gatling guns," and what they can do and have done for me in an emergency. At 10 o'clock in the morning your wagon called for our rollers, and at 4 o'clock the same day the greater portion of the equipment of our pressroom, consisting of ten web presses, was returned to us and went into



VIEW BELOW THE CYLINDERS.

rollers, because he cannot compete with your machines. The appearance of the pages of the Tribune is the best recommendation to publishers and pressmen that can be given them. With our best wishes for your success, we Very truly yours, P. J. MASTERSON, Supt. Tribune Pressroom

OFFICE OF CHICAGO DAILY NEWS.

Samuel Bingham's Son:

DEAR SIR,-For years past the Bingham Roller has been in use on the presses in this establishment and with uniform satisfaction. Allow me to congratulate you on what you have accomplished in building the "Gatling" roller machines. Their worth and usefulness were shown recently in the ease and rapidity with which the large rollers for the new Hoe perfecting inserting presses, just put in our establishment, were made and delivered What they accomplished then convinces me that the "old way" of doing this Yours very truly, IRVING STONE, thing must go.

Supt. Chicago Daily News Pressroom.

service that night. In six hours you have done for me by your new process what would take a week to do by old methods. I now know and appreciate their worth from personal experience. As to the quality of the rollers, let the appearance of the pages of the Times-Herald speak for themselves.

Very truly yours, Jos. BICHL. Supt. Times-Herald Pressroom.

OFFICE OF POOLE BROS.

Samuel Bingham's Son, Chicago:

DEAR SIR,-We are running thirty-eight presses on railroad and fine color work and of course require rollers of the best quality. These we have found in your machine-cast rollers, and they fill the bill in every particular. They are straight, which gives perfect distribution of ink; they are free from pin holes, which enables us to quickly and economically clean them; and lastly, they are durable; all these qualities making them economical.

Money is made by keeping the machinery in motion. When it is neces sary to stop to change ink, the stopping must be of the shortest duration, otherwise it is a loss to the office. Nothing will help to avoid this more than good rollers; nothing will hinder a person from avoiding it more than bad rollers. In the face of such common sense, how anyone can prefer to use inferior rollers, such as are made by the old process, we cannot understand. We can save the price of a set of rollers in what we can save in benzine and rags, not to mention the time saved in using smooth rollers.

M. J. KILEY, Yours very truly,

Foreman, Poole Bros. Pressroom.

OFFICE CHICAGO INTER OCEAN.

DEAR SIR,—We have used your rollers on our presses for several years, and I have nothing but praises for their quality and the promptness with which they are made and returned by aid of your patent Gatling machinery. The rollers for the new three-roll Scott web press, put in last May, stood the test splendidly all summer without softening or melting, although on some hot nights it was 115 degrees in the pressroom. I cordially recommend your

or the rollers made in such machines, and you are deserving of a great deal of credit for what you have done.

The rollers are all that could be required, being straight, round and smooth, and can be set to a hair. I can send the rollers out in the morning with the assurance that in the evening they will be back, which never could be done in the old way. With best wishes for your success, I remain,

Yours very truly,

John G. McMillen,

Pressman Chicago Evening Post.

OFFICE OF CHICAGO MAIL.

Samuel Bingham's Son, Chicago, Ill .:

DEAR SIR,—I am thoroughly well satisfied that the Gatling gun is as much above the old method of making rollers, as the web press is superior to the old-fashioned single cylinder. I can speak for myself and say that the rollers made in your machines are all that anybody could ask.

Yours respectfully, WM. H. WEST

Pressman Chicago Mail.



SHIPPING DEPARTMENT.

rollers to any pressman who wants a first-class reliable article and at times may want it quick. Yours truly, JOHN MANGAN, Supt. Chicago Inter Ocean Pressroom.

M. F. Bingham, Esq.:

DEAR SIR, - Every issue of THE INLAND PRINTER from the first number to date has been printed on presses equipped with your rollers exclusively. The appearance of the pages of the publication is a sufficient testimonial as to their quality and worth. THE HENRY O. SHEPARD COMPANY HENRY O. SHEPARD, President.

OFFICE OF CHICAGO EVENING POST.

Samuel Bingham's Son, Chicago, Ill .:

DEAR SIR,—We have five double-deck Potter presses, equal to ten single presses. All the rollers for these presses have been made by you and give the best of satisfaction. I cannot commend too highly machines called the Gatling guns, which you employ in making rollers,

OFFICE OF THE WERNER COMPANY, AKRON, OHIO.

Mr. Samuel Bingham, Chicago, Ill .:

DEAR SIR,- We are well pleased with the machine-cast rollers and consider them superior to all those cast by hand. They are free from small holes, straight on the stock, and with proper care in using will give good service. Yours respectfully, THE WERNER COMPANY C. B. DENAPLE, Supt.

OFFICE OF CHICAGO EVENING JOURNAL.

Samuel Bingham's Son, Chicago, Ill .:

DEAR SIR,—It gives me as great pleasure to recommend the excellence of your composition rollers as it does to use them, which I have done for a number of years; they are simply perfect. It is a great satisfaction to me to know that today I can send you twenty-four rollers and have them all back tomorrow. A few years back that was simply impossible.

PETER M. BALKIN, Yours truly, Pressman Evening Journal.

THE LAND OF SUNSHINE.

AN ox cart creakingly carries the aborigine across the plains of the Southwest. Surrounded by his brown-faced, black-eyed, black-haired family, he makes a picturesque appearance as foreign to our real American life as if dwelling



beyond the sea. He is the cowed remnant of a great race that, for how many thousand years nobody knows, occupied the mountain sides and grassy vegas of New Mexico. The squat adobes and pueblos in which he lives are the only monumental [remains] of the ancient Indian—his ancestor.

Into the midst of that primitive civilization of the past, over these very mountains and across these upland plains the soldier in armor threaded his perilous way. Here he lifted the standard of Spain, and the wilderness closed behind him upon a bedouin race unconquered and unyielding.

It was one of the romantic tales of the days of the feudal explorers four hundred years ago when the Great Invader and his visored followers, enticed by imaginary treasures, subjugated these descendants of the Aztecs.

To the north and west lay an unexplored land of undetermined bounds, full of allurement and mystery and peril. It was

the genius of the true Christian to adventure and win earth from pagan rule. The warrior is resolved to plant the banner of Spain in the heart of an unclaimed wilderness and bring under the dominion of the Cross unnumbered multitudes of benighted souls.

The dramatic scenes of the past fade away and in their place rush

the miraculous achievements of our own time. The locomotive came, morning sun of our later day, and the bedouin, heroic pioneer and knight in clanking armor, dissolve; and the scattering mist reveals the benignant Saxon ruling the land, irresistible and serene. His great cities, hives of industry, denote his onward march. Prosperity follows in the wake and now and then he relaxes in his strenuous endeavor. He looks around for recreation, for instruction, for enjoyment. He will enjoy the grandeur of nature, the rational pleasures of outdoor existence; he will leave the bustle and anxiety of his daily toil and enter into the strange life—relic of other days—that still survives in the cañons and on the *vegas* of the Rio Pecos country. He boards his sumptuous traveling inn and is



IN THE MEXICAN QUARTER.

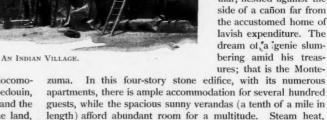
quickly whirled to the most ancient district settled by the white man in the new world, and its celebrated resort, the Hot Springs of Las Vegas. Be he a tourist who desires a new sensation; a student of the ruins of antiquity; a dreamer who delights in mementos and suggestions of a romantic and irrecoverable past; a lover



GOVERNOR'S PALACE AT SANTA FE.

of nature who prizes imperishable memories of exalted scenic beauty; a sportsman, devotee of the rod and gun; a man of business who seeks relief from harassing cares in a retirement at once secluded and invigorating; he will find content at these Hot Springs, and enjoy a spot where the climate is mild, the sunshine constant and the air inspiring, and where rest, health and profitable pleasures are combined. Added to these natural attractions is a crowning provision for comfort and happiness in the luxurious and perfectly appointed Montezuma Hotel—the only thing that was wanting, after the completion of the railroad, to place this ideal sanatorium at the service of all mankind. The Montezuma (reopened June 15, 1897) is a perpetual surprise and delight to visitors, no matter what they may have

been led to expect before going to the Springs, for it is not easy to believe in the actual existence of a hotel so extensive and magnificent, so complete and modern in every particular, nestled against the side of a cañon far from the accustomed home of lavish expenditure. The dream of a genie slumbering amid his treas-



electric lights and all other modern conveniences are provided.

The baths are close at hand with every facility and every



RUINS OF THE PECOS CHURCH.

modern method of application under the direction of specially trained attendants and a competent physician. There are trout for fishermen, quail, ducks and geese abound, and larger game may be found in the forest by hunters who crave the rewards of a more toilsome chase. Decayed monuments of prehistoric peoples exist for the beguilement of the archæologist and historian. Music, dancing, billiards and bowling are provided for

the lovers of such pleasures, the large entertainment hall being a feature of the place.

Looking out from the open window of your room in The Montezuma, through which a cool, sweet current is gently blowing, you are charmed with the panorama. Far below, at the foot of the path that winds along green terraces, a fountain plays among the trees and shrubs of the plaza, behind which, as also to the right, rise steep tree-clad slopes, sierras cresting an

elevation already more than a mile above the sea. To the left the *vegas* stretch away for sixty miles, their undulations softened by distance into an inviting plain of every conceivable shade of green, gilded by the morning sun.

You decide to explore, and search out for yourself the beauties and mysteries of this enchanted land. Instead of cab or palanquin, a primitive innocent looking little creature, the burro, stands awaiting your command at the door! Are you acquainted with this queen of the trail? Unenterprising, fond of his ease, opinionated, and a doubter; that is the burro in

outline, up to his ears. As for those huge organs, they were evolved to enable him to catch the faintest first whisper of a command to relapse into statuesque inactivity. It avails nothing with him to argue that you never said it. He droops an ear gratefully, relaxes a hind leg, shifts his equipoise over upon the remaining tripod, and waits for the end of the world. Only the most emphatic prodding will persuade him to resume his reluctant way.

Once aboard this "limited" express, you can follow many highways of romantic memory. From Rowe the old Santa Fe Trail leads into a valley which is hemmed in

by mountains and elevated some 7,000 feet above the sea. It stretches broadly before the eye, an arable plain, unbroken save by occasional *arroyos* and the single mound that rises nearly in the center, buttressed on three sides by enormous crags, bastions invulnerable to the assaults of an enemy, although the hand of man had nothing to do with its building. Upon this natural elevation stands the ruin of the ancient Pecos Church, founded by the Franciscan monks soon after the Spanish invasion, like a watch-tower, an adobe shell, roofless and desolate, backed by the débris of what was once a pueblo—a tribal Indian home. The main story of the ruined church is readable upon its crumbling walls.

There are other historic spots equally interesting to visit. The antiquated town of Santa Fe, where is to be seen the Governor's Palace, typically Mexican in architecture. On the mesas or in the cañons are the



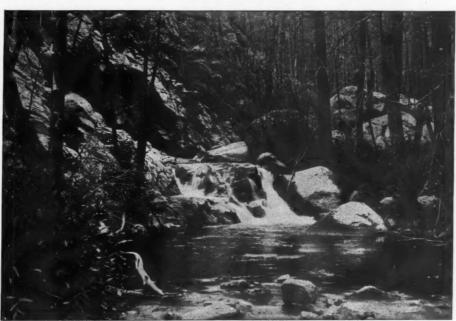
CARRYING WATER TO THE MESA.

many ancient cities or pueblos enveloped in so many weird suggestions of by-gone civilizations.

If you have brought your rod along you can drop the pursuit of antiquarian and turn fisherman, as the Pecos River is one of the best trout streams in the United States. Four miles beyond the Pecos Church, almost on the river bank and in the heart of the best fishing, is a comfortable ranch-house, where excellent accommodations in the way of meals and lodging may be obtained.

Quail is abundant in the mountains. Altogether this is a peerless location for the proposed National Park.

There is hardly a day in the year when the most sensitive invalids may not be out of doors with impunity, nor is there any season when the infirm may not and do not make excursions among the picturesque hills and inviting cañons, and picnic on the ground. In mid-summer the rays of the sun are ardent, but never harmful. In winter, while nights are often cool, they never approach the Eastern experience of winter weather, and with the rising of the sun the temperate warmth returns. Of



WHERE THE TROUT HIDE

the thirty-nine days in 365 that are cloudy, there is hardly one on which the sun does not shine at least a part of the time. The extraordinary dryness of the atmosphere makes this a most congenial temperature during the entire year.

For those who would escape the cold, damp, raw winters of the North and the debilitating extremes of summer, Nature has made a special dispensation by providing them with this so appropriately named "Land of Sunshine." It may be reached in two days' time from Chicago, by the only route going to Santa Fe and Las Vegas—the Atchison, Topeka & Santa Fe Road. An entertaining booklet, by C. A. Higgins, containing

further charmingly written descriptions of this Eden of the Southwest and of the Las Vegas Hot Springs in particular, will be sent on application to the passenger department of the Santa Fe Route, whose offices are in the Great Northern building, Chicago.



A MAN WITH IDEAS-AN ADVERTECT.

Probably the latest coined word is "Advertect." Somehow its looks make one think of the word "architect," and naturally causes him to ask what English word it might claim relationship to. The answer comes from the maker, for he should know if anyone does the meaning of the word or phrase, Mr. J. Ellsworth Gross, the Advertect. When questioned, Mr. Gross said: "The meaning was simply this: An advertect is a builder of advertisements." "Always original," seemed the fitting reply to make. Mr. Gross has been in Chicago four



Photo by Beatrice Tonnesen.

J. ELLSWORTH GROSS, "ADVERTECT."

years, and all that time has been the city representative of the Binner Engraving Company. He has probably made a record among business men that is unequaled by any other young man in Chicago. He has outgrown the position he held, and has resigned the pleasant relationship he had with this firm to carry out a plan which has been in his mind for some time, that of establishing a colony of artists around his office, whose works are so united that they fit together to make a successful whole.

Mr. Gross has associated himself with the Winters Company, who are to give their support to his plan, and now begins to work under his new plans as manager of their illustrating and catalogue department. He stands as the center or hub of his idea, that of having gathered around him the best talent in designing, illustrating, photographing, engraving, advertisement writing, catalogue printing and lithographing. In fact, all the work that comes into magazine illustrating, catalogue and booklet making, from inception to finish, will be under Mr. Gross' special supervision. He will employ only the best and most original workers, and in his colony of artists all will have rooms opening from the main reception room and either can be called to Mr. Gross' desk in a moment. The customer in considering a new advertisement or catalogue has an opportunity to communicate his order to the designer, the illustrator, the writer and printer all from the same office, thus lessening the time and complication of misunderstandings which exist

from the customer to the delivery boy. Many business men have heard with pleasure of this fine plan, and in this Mr. Gross has shown his keen business ability, as well as the original and artistic ideas he possesses and which have made him stand foremost among advertising men of the country. The offices will be in the Fisher building, Chicago, suite 1506.

A FLORENTINE GIRL.

Our readers cannot fail to notice the handsome insert in this issue furnished by The Ault & Wiborg Company, of Cincinnati, called "A Florentine Girl." The picture is reproduced by the new photo-chromatic process in three printings from the original oil painting owned by the Osborne Company, of Red Oak, Iowa. The reproduction is said to be a faithful one and imitates very closely the original painting. The three-color half-tone process has reached such a stage of perfection that results are now attained in three printings fully equal to lithographic work where ten or twelve impressions are required. One important requirement of the process is to have perfect plates; the next is to have a good quality of white enameled paper; and the third is to have the three primary colors of ink-red, blue and yellow - made of exactly the proper shades and of a transparent texture so as to obtain the most perfect results. The coloring of this picture certainly proves that the inks of the Ault & Wiborg Company are eminently suited to this class of work.

ANOTHER NEW FOLDER.

The Brown Folding Machine Company, of Erie, Pennsylvania, will place upon the market in January an entirely new book folder. It will be of the drop-roll marginal-feed design and will embody the following new features: It will fold 8, 16, 24 and 32 pages; automatically perforate all three and four fold work, thereby overcoming all "buckling"; have automatic gripper side registers at first and second folds; sheet retarders for heavy paper and iron packing troughs, movable up and down to suit various sizes of work. Full particulars and details can be had by addressing the manufacturers.

NEW LINOTYPE FACES.

The latest faces of type manufactured by the Mergenthaler Linotype Company, or rather the matrices from which slugs are cast on their machines, are the brevier, long primer and small pica sizes of the Ronaldson series. They have also made a German boldface in bourgeois size. Sample lines are shown herewith:

Brevier Old Style (Ronaldson.) Long Primer Old Style (Ronaldson.) Small Pica Old Style (Ronaldson.) Bourgeois Bolb Face No. 1.

Other faces will be brought out as occasion demands. The company proposes to keep up to date in this direction.

A BOOK OF DESIGNS FROM TYPE.

Ralph's "Book of Designs from Type," for the instruction of job printers, is one of the most practical specimen books ever put into the hands of printers, and affords unusual opportunities for study, besides giving many new ideas in type display. The book is very artistically gotten up. It contains thirty-two pages, 8¼ by 11¾ inches, and is printed on the finest 25 by 38, 120-pound enameled book paper. The cover is handmade deckle edge, with an outer covering of transparent parchment, all bound together with a heavy silk cord.

A printer in St. Louis says of this work: "I can assure you that I am more than pleased with your 'Book of Designs from Type.' The more I look through it the firmer I am convinced there should be one of them in every 'printery' in the land."

Anyone who will give it a little time and study will find it replete with practical ideas and artistic suggestions."

Price, 50 cents; postal order or 2-cent stamps. Send orders to The Inland Printer Company or to Ed S. Ralph, Springfield, Ohio.

ANOTHER SIGN OF PROSPERITY.

Everybody seemed to be unusually pleasant over at the office of the Latham works when The Inland Printer representative dropped in the other day, and he began to probe for reasons.

Mr. Latham was approached. Strong indications of worry and anxiety played over his features as he said, in a harassed tone, "I am trying my best to satisfy all these orders here and to get out the stitchers and perforators and other machinery with our usual promptness. Over two hundred orders the past month! Why, it has taxed my shop to the utmost. I have had to put on twenty more men and install a whole lot of extra machinery, and still we have had to work a good many hours overtime every night, and are behind with our orders."

A strong current of satisfaction and contentment could be detected under all of Mr. Latham's solicitude, because he is naturally of a jovial disposition; and then who wouldn't feel good to actually have a finger in the pie of prosperity like this?

"We are so crowded upstairs that we have had to provide for an 'overflow' by fitting up a temporary shop down here in the back part of the warerooms. I don't know what we shall do next

"Here, Mr. Rayfield," turning to his traveling representative, "take this young Inland Printer up to see the shops."

We walked through the busy ranks of lathes and workmen, and the piles of finished pieces waiting their turn to be assembled into the machines that are to do active duty in a hundred and one binderies over the country. It all seemed to suggest happy thoughts to our much-traveled friend, for involuntarily he began to soliloquize about his pets.

"The praise I receive from the printers and bookbinders I see as I go up and down the land actually dins in my ears. They say to me: 'Nothing breaks, nothing gets out of order. We can run the machines right along without a stop. They are so simple that any girl or boy in our office can learn how to operate them in a very short time. And with the stitcher when we want to change from round to flat wire there is no change of parts necessary. You have got a great machine in that

stitcher. There's no mistake about that.' And they say our perforators and other machines are equally as good."

"Are you able to make your way into the largest offices?" "I should say so. We have just filled orders for such representative big firms as Rand, McNally & Co., of Chicago, and William B. Burford, of Cincinnati. I believe Mr. Latham is just closing a deal with the Government, too. Uncle Sam won't let a good thing slip through his fingers if he knows himself."

"What kind of stitcher seems to be most in demand now?"
"The very heavy stitchers, just now. These seem to be more popular than ever before. The heaviest we make is the No. 0 size, you know. This stitches through an inch and a quarter book, and is a great saving on the hand sewing that has

heretofore been necessary on the books and pamphlets of this size. We have just added a new size, however, for thin pamphlet stitching. By means of a 'row feed' this machine will stitch with wire as thin as No. 32 round. This is almost as thin as thread, and naturally makes the binding look very attractive."

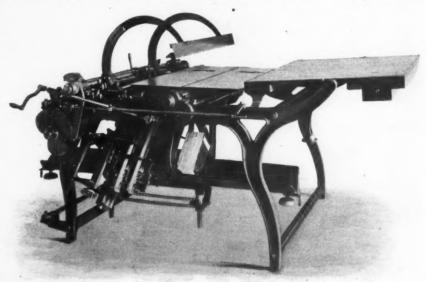
"What is your most popular machine?"

"Well, I should say the No. 1 is the most popular, because this stitches the average sizes, running from two sheets in thickness up to three-fourths of an inch of ledger paper or bristol cardboard."

As the reporter was leaving he noticed that Mr. Latham was still absorbed in opening up a big pile of letters, and as everyone probably contained an order or a check, it was thought best not to interrupt the "official count of the returns," in order to ply him with further questions.

FOLDING MACHINE FOR FINE BIBLE WORK.

The accompanying illustration shows a double-sixteen point-feed folding machine, designed especially for fine Bible work, and possessing certain features of advantage for securing the best results. It is manufactured by the Chambers Brothers Company, of Philadelphia, and will receive a sheet printed with two signatures of sixteen pages each; it cuts apart, folds and delivers separately, or will insert one signature within the other. It is designed especially to fold with the greatest possible accuracy work printed upon thin paper generally used in the manufacture of what are known as "Teachers' Bibles," and is now used on this work by Messrs. Thomas Nelson & Sons, whose Bibles are known the world over. Not only is the work-



CHAMBERS FOLDING MACHINE FOR BIBLE WORK.

manship on the machine as nearly perfect as is possible, but its design embodies many features of novelty which are specially valuable on this class of work and has made the machine fulfill requirements that could not be met by the ordinary folding machine. It will fold also ordinary book papers, but is not suitable for extremely thick, heavy paper. It is adjustable for different sizes and has every convenience for the quick and easy change from one size to another.

THE HARRIS AUTOMATIC PRESS.

The recent exhibition of the Harris automatic card and envelope press at the American Institute Fair, at Madison Square Garden, New York, is reported to have been something

remarkable. Three presses were exhibited, and one was kept running on commercial work all the time that eager investigators as to just how it did it would permit. Nearly two million impressions were made. A large stockroom was required to handle the great amount of stock. Every evening the exhibit was surrounded by admiring printers, whose enthusiasm was outspoken and unbounded. Ex-Public Printer Benedict visited the exhibition, and told the bystanders that the machine was all the company claimed for it, and more too, and that during the summer and fall of 1896, from August to December, the Government ran their Harris presses twenty-four hours per day, with three shifts of men, eight hours each. They ran at a constant even speed of 10,800 per hour without a breakdown or indication of any undue amount of wear. The speed record of the press is said to have been broken one night when in finishing up a run they turned the motor full on and ran the press up to a speed of 17,000 impressions per hour, getting good work.

THE LADY SPEAKERS.

This series of cuts in two sizes is shown on this page, complete, for the first time. They will be useful in a large range of advertising. The Lady Speakers were originated and are for



sale by the American Type Founders' Company at all its branches and agencies. The price of a font of the large size is \$2; of the small size, \$1.25.

ABOUT THE SEYBOLD MACHINES.

The Seybold Machine Company, of Dayton, Ohio, although busy right through the "hard times," are feeling in no uncertain manner the business revival. Their advanced line of machinery tirelessly planned by their president, Charles Seybold, owes its success in no small degree to the fact that instead of being built on contract, it is built in their shops directly under the eye and personal supervision of the inventor. Among the recent purchasers of their celebrated cutters are: Newbold Binding Company, Newark, N. J.; Toronto Paper Company, Cornwall, Ontario; Copp, Clark & Co., Limited, Toronto, Can.; Morrison-Cass Paper Company, Tyrone, Pa.; Union Paper & Twine Company, Cleveland, Ohio; MacMillan Lithographic Company, Rochester, N. Y.; C. R. Remington & Son, Watertown, N. Y.; G. G. Davis, Worcester, Mass.; Brit-

ton Printing Company, Cleveland, Ohio; Plover Paper Company, Menasha, Wis.; Munson & Co., New Haven, Conn.; Shaw Brothers, Pittsburg, Pa.; Rees Printing Company, Omaha, Neb.; Louis Hausman, Kenosha, Wis.; Acme Sign Printing Company, Dayton, Ohio; Photochrome Company, Detroit, Mich.; Long Island Star Publishing Company, Long Island City, N. Y.; Robert Grainger, Chicago; R. H. Thompson Paper Company, Buffalo, N. Y.; George Irish Paper Company, Buffalo, N. Y.; S. A. Stewart, Pittsburg, Pa.; W. G. Johnston Company, Pittsburg, Pa.; Whiting Paper Company, Holyoke, Mass.; A. O. Nash, Washington, D. C.; Columbus Bank Note Company, Columbus, Ohio; W. S. Ray (State Printer) Bindery Outfit, Harrisburg, Pa.; E. Bouligny, Bindery Outfit, City of Mexico; Standard Paper Company, Cincinnati, Ohio.

Their celebrated job folder is also meeting with a large sale among the leading trade, and during the last few weeks they have supplied the following concerns with them: Publishing House M. E. Church, Nashville, Tenn.; Indianapolis Printing Company, Indianapolis, Ind.; Repository Printing Company, Canton, Ohio; Brandon Printing Company, Nashville, Tenn.; National Cash Register Company, Dayton, Ohio; E. J. Bosworth, Rochester, N. Y.; Hinkley & Co., Buffalo, N. Y.; Tuttle, Morehouse & Taylor, New Haven, Conn.; Webb Stationery & Printing Company, Cincinnati, Ohio.

Their massive embossers built on new lines are also largely in demand, and they have in the last few weeks supplied the following houses with them: Germania Publishing Company, Milwaukee, Wis.; Kampmeyer & Wagner, St. Louis; Walcutt Brothers, New York City; United States Printing Company, Cincinnati, Ohio; Concordia Publishing Company, St. Louis; W. C. Horne, London, England; Senteene & Green, New York City.

All their friends in the trade are cordially invited when they are in the vicinity of their works to stop in and see their shops.

ELECTRO CALENDARS FOR 1898.

These can be bought in great variety at any branch of the American Type Founders' Company. This company makes seven styles of Perpetual or Sectional Calendars, one of which

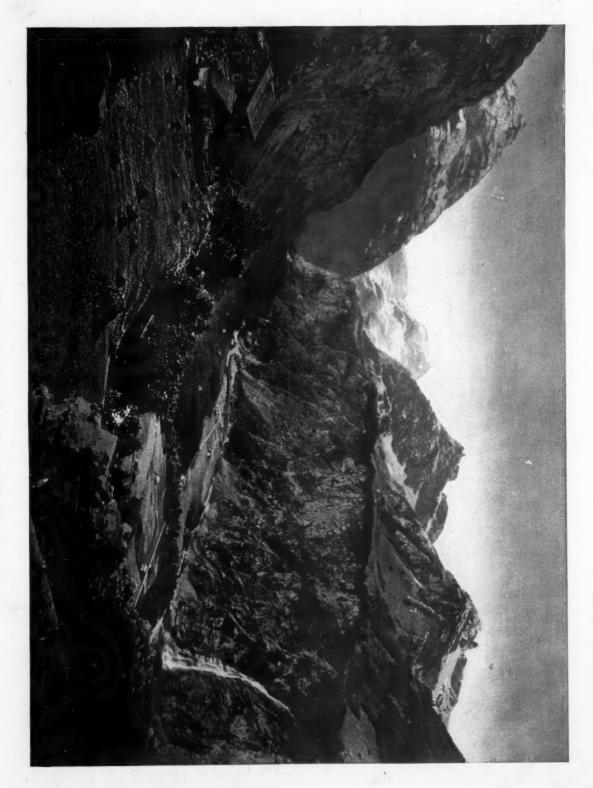
is shown here. Five of these have figures of the style of the logotype "28," but of different sizes. These calendars can be adjusted for any year. They are shown in the specimen books

which every printer should have. If you lack a specimen book send for it at the nearest branch.

18	398	JANUARY			1898	
Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
			26			
	31					

SECTIONAL CALENDAR No. 5, \$2.50.

One of seven styles made by the American Type Founders' Company.



ENGRAVED AND PRINTED
BY THE SPECTROTYPE CO.
153 LASALLE ST. . . CHICAGO, U. S. A.

SPECIMEN OF NEW WORK IN COLOR ENGRAVING.

PRINTED ON IMPROVED STOP-CYLINDER PRESSES

MADE BY R. HOE & CO., - 504 GRAND ST., NEW YORK.

FOR PARTICULAR INFORMATION SEE OTHER SIDE OF THIS PAGE.

R. HOE & CO'S

Improved Stop-Cylinder Press

Highest Grade Printing with Infallible Register.

Chicago, Sept. 24, 1897. MESSES. R. Hoe & Co, N.Y. Gentlemen:—We have pleasure in saying that our Stop-Cylinder Presses have run most satisfactorily almost every day for the last year. Comparing our work with that which is being put out on two-revolution machines we are more than ever convinced. are more than ever convinced that we acted wisely in spending

that does the highest grade printing with infallible register.

We take pleasure in sending herewith a cover, which is one of the 600.000 which we are now doing for a large harvester company. This shows not only what may be done on a Hoe Stop-Cylinder, but what can be done by the most modern process in color photography and engraving. Yours very truly, FRED'K L. CHAPMAN, Pres. The Spectrotype Co. Chicago, Il. (For specimen of work see other side of this page)

a little more money for a press that does the highest grade print-

No Breakage.

No Breakage.

Phila., Pa., Sept. 22, 1897.

Messer. R. Hoe & Co., N. Y.

Gentlemen:—We have used your

Stop-Cylinder Presses in our
establishment continuously for
twenty-five years, finding them
ever efficient, eminently satisfactory in the quality of the work
done upon them, and speedy in
execution, together with no
breakage and exceedingly little
cost for renewal of worn parts,
We heartily commend them to
persons needing such machines
Yours very truly
DR. D. JAYNE & SON.

Excellence of Construction

Irvington, N. Y., July 8, 1894. MESSES. R. Hoe & Co, 504 Grand St., N. Y.

Dear Sirs:—I take great pleasure in contributing my opinion to the great mass of testimony which you have received as to the perfection of work and excellence of construction of your cellence of construction of your splendid Stop-Cylinder Presses. Yours sincerely, JOHN BRISBEN WALKER. Cosmopolitan Magazine

Cost Nothing for Repairs. Still in First-Class Condition.

Boston, Mass., Sept., 23, 1897-R. Ho & Co.. New York.

R. Hov & Co. New York.

Gentlemen: — Our Hoe StopCylinders have given us entire satisfaction, and during the eight years we have run them, they have cost us nothing for repairs, and today we consider them in first-class condition.

As to speed, we consider them all right, as our class of work takes in everything so we can run either fast or slow as our work requires.

Very truly yours,

E. B. STILLINGS & Co,

Durability, Speed and Excellence of Work.

Memphis, Tenn., v.,

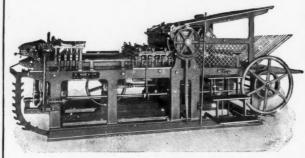
Messes. R. Hoe & Co., N. Y.

Gentlemen:—All the cylinder presses in our establishment with one exception are "Hoe's." Your presses give us satisfaction as to durability, speed and excellence of w. rk. the Stop-Cylinder we bought from you about four or five years ago has not cost us anything for repairs up to this date, and it has not been idle a single working day since it was put up. On first-class work it gives entirely satisfactory speed.

Yours truly,

S. C. To r& Co

IN UNIVERSAL USE FOR PRINTING THE FINEST **OUALITY OF ILLUSTRATED AND COLOR** WORK, WHICH IT DOES WITH A DELICACY OF IMPRESSION AND ACCURACY OF REGIS-TER UNEQUALED BY ANY OTHER MACHINE.



HIGHEST AWARD, WORLD'S COLUMBIAN EXPOSITION

E herewith submit a few of the hundreds of testimonials received for our IMPROVED STOP-CYLINDER PRESSES. They come from the best printers in the United States, who have earned their money and fame by good work; and certainly their unbiased judgment as to the value of these machines and the wisdom of investing money in them, is deserving of careful consideration.

The large addition to our New York works of 49,000 square feet (giving us a floor area of 480,000 square feet in New York and London) is about completed, and enables us to supply promptly presses of any size, from the Octuple down to the Washington Hand Press-Two-Revolution, Step-Cylinder, Lithographic, and all varieties of Cylinder Flat-Bed Presses; also, Printers', Lithographers', Electrotypers', and Stereotypers' Material and Machinery, etc.,

R. HOE & CO., 504 Grand St., New York,

Also Mansfield Street, Borough Road, London, England,

We Have Now Perfected for Our Stop-

We Have Now Perfected for Our Stop-Cylinder Presses the Finest Front Delivery Ever Made.

New York, October 1, 1897.

Messes. R. Hoe & Co,
504 Grand St.. New York City.

Gentlemen:—We have been using your Hoe
Stop-Cylinder Presses for about twelve years. I think they are wonderful machines to stand the wear and tear that they do in this office, running them at 1200 an hour, and part of the time 1500. If the Hoe Stop-Cylinder Presses can be built with front delivery fly they ought to make the best press in the market for fine cut work.

RIGHARD K. FOX.

R. Hoe & Co. St. Louis, Mo., Oct. 13, 1897.

Gentlemen; We have been using two of your Stop-Cylinder Presses on the finer grades of our work, and as far as speed, rigidity and accuracy are concerned, we ask nothing more; the only objection being the back delivery, which on the finer grades of primting to us is quite a feature.

Yours truly,

WOODWAED & TIERNAN PRINTING CO.

In Continuous Use for 26 Years, and Still

in First-Class Condition. Cambridge, Mass., Sept. 30, 1897.

Cambridge, Mass., Sept. 30, 1897, Massas. R. Hoe & Co., N. Y Gentlemen:—We are very glad to testify to our faith in your Stop-Cylinder Press for fine book work. both as to economy and quality of product. We have one of these machines which has been in continuous use for twenty-six years, the repairs upon which have been petty during this long period, and which is today in first-class condition. Of late years, as you know, we have been constantly adding to our equipment of Stop-Cylinders in various sizes, all of your make, and we have found the quality of manufacture steadily impr ving, until the latest ones stand for us as models of simple and permanent book-press construction. nent book-press construction,
For our class of work we do no
care for 'ncreasing speed.
Yours very truly,

H. O. HOUGHTON & CO.

Substantial Merit.

AMERICAN BOOK Co.,

AMERICAN BOOK Co.,
New York, Oct. 26, 1897.
MESSRS R. Hos & Co.
Dear Sirs:—It gives me pleasure to bear testimony to the substantial merit of your ever reliable presses. Those recently installed here have fully sustained your reputation. They certainly realize a very high standard of excellence for thorough and artistic work.
Very respectfully,
ALERDER C. BARNER.

ALFRED C. BARNES, Vice-President.

Finest of Color Work.

Finest of Color Work.

Hamilton, O., Sept. 23, 1897.

R. Hoe & Co.

Gentlemen: —We have had in constant use for five years a No.

4 Hoe Stop-Cylinder Press. We have done the finest of color and cut work upon it, and it gives the highest satisfaction. The speed is as high as consistent with first-class work.

Yours very truly,

The Republican Pub. Co.

Accuracy of Adjustment.

Accuracy of Adjustment.

New York, Sept 23, 1897.

Messas. R. Hoe & Co., N.Y.

Dear Sirs:—We began the use
of your earliest form of StopCylinder machine in 1882. It
was a machine of small size,
that we liked for its speed and
accuracy of adjustment. Five
or six years afterward we put
in three Stop-Cylinders, of larger
size (a style then called by you
the Four-Roller Book Printing Machine), which
gave good satisfaction, and enabled us to do
work in colors that had not been done on any
other style of cylinder press.

This style has since been supplanted by StopCylinders of your make, of much larger size
and of improved construction, which we are
now using, exclusively, on our best work.

TIED. L. DE VINNE & Co.

THEO. L. DE VINNE & CO.

Providence, R.I., Aug. 29, 1895.

Providence, R.I., Aug. 29, 1805.

R. Hoe & Co., New York City.

Gentlemen:—We are in receipt of your bill of the 23rd for the moving of our presses to new location. You will accept our thanks for the prompt and able manner in which you handled the work. We wish that you were plumbers, steam-fitters, carpenters and electricians that we might give you all the work which we might have

we have a great appreciation for the intelligent manner in which you do your business.

Very respectfully,

LIVERMORE & KNIGHT COMPANY

WANT ADVERTISEMENTS.

We will receive want advertisements for 'THE INLAND PRINTER at a price of 25 cents per line for the "Situations Wanted" department or 40 cents per line under any of the other headings. Ten words counted to the line. Price invariably the same whether one or more insertions are taken, and cash to accompany the order. The magazine is issued promptly on the 1st of each month, and no want advertisements for any issue can be received later than the 23d of the month preceding. Answers can be sent in our care, if desired. All letters received will be promptly forwarded to parties for whom intended without extra charge. No advertisement of less than two lines accepted.

BOOKS.

EMBOSSING FROM ZINC PLATES, by J. L. Melton, a concise treatise of 12 pages on embossing on platen presses. We have a few copies of this pamphlet which we will send postpaid on receipt of 10 cents. Former price \$1. THE INLAND PRINTER CO., Chicago.

OUR NEW SPECIMEN BOOK OF JOBWORK will be out December 10. Those who have examined advance sheets pronounce it simply grand. Send along your 50 cents today and be one of the first to receive a copy. KEYSTONE PRESS, Portsmouth, Ohio.

PRINTERS' Book of Recipes contains zinc etching, stereotyping, chalk plate, gold-leaf printing, printers' rollers, how to work half-tones and three-color half-tones, and twenty-five other valuable recipes. Price, 50 cents. Satisfaction guaranteed. E. W. SWARTZ, Goshen, Ind.

PRINTERS, Do you understand the value of knowing how to manufacture all kinds of printing and lithographic ink and their varnishes? Mail money order for \$3 and secure copy of book that will teach you. GEORGE W. SMALL & CO., 1921 Kinney avenue, Cincinnati, Ohio.

FOR SALE.

FOR SALE—A line etching plant, complete, including camera, router, type-high and squaring machine; will handle 10 by 12 plate; cheap for cash, if taken soon. "D 1216," INLAND PRINTER.

FOR SALE—Routing and blocking; complete outfit: router, beveler, trimmer, Daniels planer, dovetailer, saw and drill, with overhead fixtures and belting; all tools and general equipment. All in good condition and now in use in Chicago. "D 1249," INLAND PRINTER.

FOR SALE—Johnston Steel Die Power Stamper, with wipers, chest and two fountains, for less than half cost. "D 129" INLAND PRINTER.

FOR \$65—Very complete photo-engraving plant for zinc etching and half-tone; cost \$300. W. BUCKNER, Box 124, Denver.

HELP WANTED.

FOREMAN wanted by an office in New England employing from twelve to fifteen hands in the jobroom; want a man of good executive ability who knows what good work is, and can see that it is done; one who is used to estimating preferred. "D 1248," INLAND PRINTER.

WANTED—A first-class half-tone etcher. INDIANA IL-LUSTRATING CO., Indianapolis.

WANTED—Artistic, up-to-date job compositor, with modern ideas, taste and good sense. "D 1247," INLAND PRINTER.

WANTED—First-class, all-round pressman; must be sober, industrious and capable of doing good half-tone work; permanent situation. Address PERKINS BROS. CO., Sioux City, Iowa, giving references and stating wages wanted.

 $WANTED-First-class, \ rapid \ forwarder \ and \ finisher \ and \ ruler for small city; steady work the year round; state wages; recommendations required. \ Address "D 1243," Inland Printer.$

SITUATIONS WANTED.

A PRACTICAL book and job foreman, competent to estimate on all classes of printing, desires a position as foreman; Chicago references. "D 1209," INLAND PRINTER.

A PRACTICAL PRINTER, experienced in all the details pertaining to the manufacture of a book or magazine, desires to connect himself with a first-class publishing house; reference furnished. "D 1207," INLAND PRINTER.

COMPETENT general workman wants management of bookbindery; small town; South preferred; thoroughly understands business; makes prices; reasonable salary; permanent employment. "D 1232," INLAND PRINTER.

CRISP and humorous editorial paragrapher and sketch writer desires situation, or would contract to supply copy. "D 1219," INLAND PRINTER.

FOLDING BOXES, printed wrappings and kindred trades: experienced man, competent to take charge, desires position of trust; is considered a good traveling salesman. "D 1227," INLAND PRINTER.

I WANT position as designer, pen-and-ink artist on commercial or newspaper work; salary no object. "D 1228," INLAND PRINTER.

WANTED—Position as manager of newspaper or printing house; experience and reference; would invest some money if satisfactory. "Dizil," Inland Printer."

WANTED—Position by practical printer, embosser, gold leaf and bronze worker, to take charge; also have experience in die cutting and folding box business; now have charge of printing department in the largest paper box factory in the West; AI references furnished; East or West preferred. "D 1231," INLAND PRINTER.

WANTED-Position by photo-engraver on a first-class newspaper. "D 1222," INLAND PRINTER.

WEB PRESSMAN, does stereotyping. Young man; single; Maine; had charge; best recommendations. "D 1208," INLAND

WEB PRESSMAN wants situation on single web perfecting press; can stereotype; careful; sober. H. WOODWARD, 1777 Caruth street, Dallas, Texas.

BUSINESS OPPORTUNITIES.

FOR SALE AT A BARGAIN—Large job printing office at Canton, Ohio; has established trade and now doing fine business; ground floor location on principal street; operating expenses low; appraised at \$1,400, will sell for \$600; a good thing, will bear closest investigation; best of reasons for selling. For particulars address R. M. SCRANTON, Alliance, Ohio.

FOR SALE—Established job printing plant; profits \$500 per month; investment \$2,000. D. L. MOORE, Mooney-Brisbane Bldg.,

FOR SALE—Modern book and job printing office, located at Peoria, Ill.; nearly all new, complete in every particular; good run of patronage; price very low; terms easy. AMERICAN TYPE FOUNDERS' CO., Chicago, Ill.

FOR SALE—One of the best weekly newspapers in Montana; only paper at county seat; complete plant; \$1,500 cash, balance easy payments; exceptional opportunity. "D 1230," INLAND PRINTER.

FOR SALE—Well established and equipped photo-engraving plant in Pennsylvania, with good reputation for quality of work; everything in running order; for cash only. "D 1223," INLAND PRINTER.

PART INTEREST in Illinois Republican weekly; buyer must be practical newspaper man; fine opening for daily; big job office in connection; \$1,600 cash, balance on favorable terms; only party having cash will receive attention. "D 1214," INLAND PRINTER.

PROFITABLE mail business for sale; complete outfit, \$100; trade established; 1,000 regular patrons; a chance for a bright, young printer. "D 1210," INLAND PRINTER.

\$500 SECURES chance to buy a two-thirds inferest, amounting to \$2,500, in a first-class, up-to-date job printing plant employing five men, in a hustling New England manufacturing city; owner engaged in other business; balance (on easiest terms) can be made from earnings of plant and applied on purchase. "D 1217," INLAND PRINTER.

WANTED TO PURCHASE.

WANTED—A good secondhand eighth medium Gordon or Chandler & Price; must be in good condition; state how long in use and cash price. Address BENNETT PRINTING HOUSE, Atlanta, Ga.

MISCELLANEOUS.

ALBERT HALLETT PROCESS for perfectly imitating typewriter letters—embraces basic principle of typewriter, therefore other methods are spurious. Fully protected by valid U.S. patents. Exclusive perpetual rights granted. ALBERT HALLETT, Boston, Mas.

ALL-COPIED EFFECT assimilated typewriter letters are produced by the Adamson process. Exclusive city rights backed by all the patents. On the lease or royalty plan. Send for circulars and samples of the work. ADAMSON TYPEWRITER PRESS CO., Muncie, Ind.

A NYBODY CAN MAKE CUTS with my simple transferring and etching process. Nice cuts, from prints, drawings or photos, are easily and quickly made by the unskillful, on common sheet zinc. Cost very trifling. Price of process \$1. Nothing held back to pull more money from you. All material costs, at any drug store, about 75 cents. It is no fake. I have a barrel of unsolicited testimonial letters; intelligent boys make good cuts right in the beginning. Circulars for stamps. Simple and costless embossing process included free. THOS. M. DAY & SON, Hagerstown, Ind.

CHALK PLATES RECOATED, only ½ cent an inch. No infringement of patent. Write for our latest circular, giving discounts, etc. BYRON POPE & CO., Cleveland, Ohio.

CHALK PLATES THAT PLEASE.—They are the "Bell" standard plates. Positively no infringement; don't throw away more, but get our prices before you buy; old plates recoated, ½ cent an inch. THE HIRD MANUFACTURING CO., Cleveland, Ohio.

COLOR ATTACHMENT for platen presses. How to make and operate it, with photo and samples of work, \$1. GEORGE N. TRUAX, Wyalusing, Pa.

HIGHEST discount offered on machinery and supplies; send a list of anything needed in a printing office, and get lowest spot cash prices, with bargain sheet in type, presses and supplies. ALEX. McKILLIPS, 42 South street, Harrisburg, Pa.

LLUSTRATE YOUR ADS. and circulars with handsome half-tone and line cuts; our new catalogue represents best collection for this purpose in U. S.; price 10 cents. THE SPATULA PUBLISHING CO., 10A Oliver street, Boston.

STEREOTYPE OUTFITS for both Papier-maché and Simplex methods. The latter produces plates as sharp and smooth as electros, requires no pasting of tissue and no beating with the brush; casting box 6½ by 12 inches; outfit for both methods, \$15; 10 by 18 outfit, \$28,50. Also, White-on-Black and Granotype Engraving Processes; plates cast like stereotypes from drawings made on cardboard. The easiest of all engraving processes; \$5 for both, including material. Book explaining all of above sent on receipt of \$1. Circulars and samples for stamps. HENRY KAHRS, 240 East Thirty-third street, New York.

THE TYPEWRITER PRESS—A money-making specialty.

ADAMSON TYPEWRITER PRESS CO., Muncie, Ind.



LITHOGRAPHY SUCCESSFULLY IMITATED by any printer with our new LITHO-TINT PLATES. Sold on the Syndicate plan at about one-fifth usual prices. Proofs free. on the Syndicate plan at about one-fifth HARPER ILLUSTRATING SYNDICATE, . . . Columbus, Ohio.



'98 CALENDARS—PRINT 'EM YOUR-self. We furnish plates for pads and backs. Cheap, new, unique designs. HARPER ILLUSTRATING SYNDICATE, ... Columbus, Ohio

BLOTTERS—THE PRINTER'S BEST ADVERTISING medium. If you want to see the best service out to make them attractive, send for circulars of our Blotter Calendar Cuts. HARPER ILLUSTRATING SYNDICATE, Columbus, Ohio.

13



ART DESIGNS FOR STATIONERY A new series just issued. Sixt subjects. Sold at about the cost of electrotyping. Send for proofs

HARPER ILLUSTRATING SYNDICATE, ... Columbus, Ohio. "HALF-TONES THAT PLEASE," DON'T THROW AWAY MONEY,

but get our prices before you buy. HARPER ILLUSTRATING SYNDICATE, . . . Columbus, Ohio.



A PROFITABLE BUSINESS! 300 to 500 per cent profit in the manufacture of Rubber Stamps. Particularly adapted to operation in conjunction with printing or stationery. Very small capital required. Write for price list of outfits and full information. Address, PEARRE E. CROWL & CO., Baltimore, Md.





THE BEST EXCHANGE EDITOR

Nowadays is the clipping bureau. It covers more ground, does it more thoroughly, and is vastly cheaper than the man with the scissors. The Minne apolis Clipping Bureau makes a specialty of doing exchange work for trade papers. It covers the Northwest carefully. It is run by a newspaper man. Clippings mailed daily. Terms on application.

> THE MINNEAPOLIS CLIPPING BUREAU, 310-12 Kasota Building, MINNEAPOLIS.

The Typo Mercantile Agency

Book, Stationery, Printing, Publishing and Kindred Trade. Special Reports, Weekly Bulletins, Semi-Annual Credit Book. Complete, Classified Directory of the Trade.

General Offices, - - 156 Fifth Avenue, New York.

DORMAN'S VULCANIZERS

Are used all over the world. Exclusive manufacturers of Steam Machines for making Rubber Stamps, Rubber Type and Cellutypes. We also make Dry Heat Machines. Complete outfits from \$10 to \$1,000. Manufacturers of all stamp supplies. Illustrated catalogue and printed matter for the asking.

THE J. F. W. DORMAN COMPANY,

Established 1860.

Baltimore, Ild., U. S. A.

CHARLES L. STURTEVANT. ATTORNEY AT LAW.

United States and Foreign Patents, Trade-Marks and Copyrights, earches, Investigations and Litigation. Patent business exclusively,

Offices: ATLANTIC RIDG.

WASHINGTON, D. C.

ST. LOUIS (OR. 4TH & PINE STS. C



JAPANESE PRINTING AND COPYING PAPERS, JAPANESE PAPER NAPKINS. CHINESE PRINTING AND COLORED PAPERS, GOLD, RED, ETC.

SAMPLES ON APPLICATION.

LIONEL MOSES, IMPORTER, 25-27 South William Street, NEW YORK.

VALLEY LITHO BLANKS

For Show Cards, Street Car Signs, etc.

4-ply, conted one side, \$1.50 per 100 sheets. 4-ply, conted two sides, \$1.75 per 100 sheets. 6-ply, conted one side.

6-ply, coated two sides.

Reduction on case lots. Samples on application.

UNION CARD & PAPER CO.,

198 William Street, NEW YORK.

A. W. KOENIG & CO.

ILLUSTRATING, DESIGNING, WOOD AND PHOTO ENGRAVING AND ELECTROTYPING....

22223333 WRITE FOR Recesses

136 Liberty Street, NEW YORK CITY. LOCK BOX 2374.

Send for 160-page Catalogue of Stock Engravings for Printers.

THE BEST OF EVERYTHING FOR THE PRINTER.

We sell the Success RIVETED All-Brass Galleys, also all other standard makes.

The RIVETED Galleys are the strongest and most durable. They cost no more, but will outlast all other galleys, therefore they are the cheapest to purchase.



AMERICAN TYPE FOUNDERS' CO.

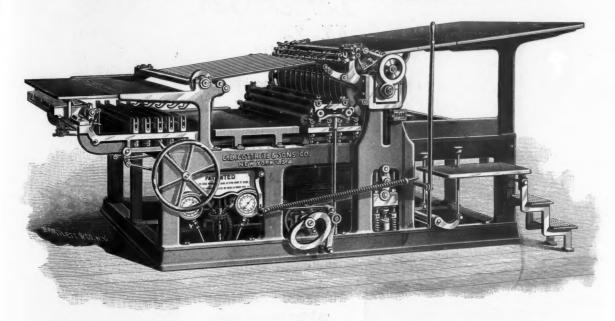
See List of Branches in Inland Printer Directory.

CHALK PLATI

Simplest, Quickest and Cheapest Process of Engraving. Practically Infallible. Outfits, \$15 up. Catalogue of stereotyping machinery, proofs, etc., free.

HOKE ENGRAVING PLATE Co., St. Louis.

FORFEITING A RIGHT.



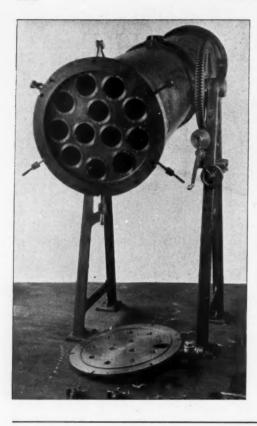
There is an old Latin proverb which says: "A short delay often has great advantages."

This is worth remembering when you are buying a printing press. It costs only one cent to bring us into the competition. It costs only two days' delay to get our offer.

We make no "entreaties." It is not for us or for any pressbuilder to try and decide your selection. You are the jury, and we, as judges, may instruct you in the points of the law, but beyond that we do not try to go. We try to serve you with information only. The capacity of allowing one's self to be served by others is not one of the least qualities which distinguish a great leader. He is weak who dares not invite service lest he cannot repel entreaty.

Twenty centuries ago a great student uttered the words: "Nothing is foreign to me that relates to man." The printer who applies this idea to his press-buying cannot make many serious blunders. Nothing is outside of his consideration that may win the ear of any of his competitors. Give the Cottrell Press, then, a chance to enter the running. It costs you nothing. It is your right to have our proposition before you, but it is a right which is forfeited by disuse.

C. B. Cottrell & Sons Co.



Cut of the Largest Gun Made

Casts 12 4-in. x 102-in. rollers at one time.

ROLLER MOLDS. GATLING GUNS.

> COMPLETE **OUTFITS FOR** ROLLER MAKERS.

Equip your factory with the most modern machinery made.

Get prices for a small or large outfit or single molds.

James Rowe.

Printing Press Machinist, 76 West Jackson Street, Chicago.



Bronson's Bargain List of Secondhand Presses.

WE ADVERTISE ONLY STOCK IN WAREHOUSE.

All of our Secondhand Machinery is thoroughly and carefully rebuilt and fully guaranteed.

TWO-REVOLUTION.

129—42 x'60 Two-Revolution Cottrell & Babcock, 4 rollers, air springs, rear delivery, table distribution, steam and overhead fixtures.
150—41 x 60 Two-Revolution Campbell, 4 rollers, table distribution, front delivery, steam and overhead fixtures.
155—34 x 49 Two-Revolution Campbell, 2 rollers, table distribution, front delivery, steam and overhead fixtures.
184—32 x 50 Campbell Combination, job and news, 2 rollers, steam and overhead fixtures.
187—32 x 46 Two-Revolution Campbell, job and book, 2 rollers, front delivery, table distribution.

THREE-REVOLUTION.

 $_{139-38}$ x $_{54}$ Three-Revolution Taylor, air springs, steam and overhead fixtures. (Press suitable for newspaper work.)

STOP CYLINDERS.

 $164-33\frac{1}{2}$ x 48 Potter Stop Cylinder, 6 rollers, rear delivery, steam and overhead fixtures. 177–3 $\frac{1}{2}$ x 48 Hoe Stop Cylinder, 4 rollers, rear delivery, steam and overhead fixtures.

DRUM CYLINDERS.

DRUM CYLINDERS.

174—40½ x 50 Wharfedale Cylinder, 4 rollers, gear motion, front delivery, table distribution, steam and overhead fixtures.

183—39 x 53 Campbell Oscillator, job and book, 4 rollers, front delivery, table distribution, steam and overhead fixtures.

173—33 x 46 Potter Drum Cylinder, 2 rollers, wire springs, tape delivery, rack and screw distribution, steam and overhead fixtures.

162—32 x 43 Country Campbell, 2 rollers, table distribution, steam and overhead fixtures.

161—24 x 30 Potter Drum Cylinder, wire springs, tape delivery, rack and screw distribution, steam and overhead fixtures.

131—24 x 29 Hoe Pony Drum Cylinder, tape delivery, wire springs, rack and screw distribution, steam and overhead fixtures.

130—17 x 22 Potter Drum Cylinder, wire springs, tapeless delivery, steam and overhead fixtures.

127—17 x 21 Cincinnati Pony Drum Cylinder, wire springs, tape delivery, rack and screw distribution, steam and overhead fixtures.

189—3 x 46 Babcock Standard No. 6 Drum Cylinder, tapeless delivery, air springs.

springs. MISCELLANY.

109—Seven-column Quarto Kendall Folding Machine, with paster and trimmer.
 134—Brown Combination Folder, 2, 3 and 4 fold, pasters and trimmers, and insert or cover attachment. Will take seven-column Quarto.
 186—Seven-column Quarto Stonemetz Folding Machine, hand-feed.

REMEMBER THIS: That all of our machines are thoroughly overhauled by competent workmen, and are guaranteed to be wave of prosperity is coming our way, and that now is the time to increase facilities for doing good work. Should you be in need of anything not listed here, write us, for our stock is constantly changing and increasing. We are doing business for your benefit as well as our own. Favor us and get fair, honest and money-saving treatment. Our storeroom is ample for the display of machinery.

Bronson Printers' Machinery & Warehouse Co.,

H. BRONSON, President and General Manager.

48 and 50 North Clinton St., CHICAGO, ILL.

CHAS. C. HOYT, Prest. E. R. HOYT, Vice-Prest. W. S. SWINGLEY, Sec. H. R. WILLS, 2d Vice-Prest A. L. DAY, Eastern Manage

Hoyt Metal Company St. Louis, Missouri.

MAKERS OF



ST. LOUIS WORKS, WABASH R. R., BOYLE AVE. STATION.

Standard Stereotpye
and Electrotype Metals,

Linotype Monotype Metals

AND OTHER ALLOYS.

Our Stereotype and Electrotype Metals are used and recommended as the BEST by foundries in all parts of the country.

Our Linotype Metals are unequaled in quality and low in price.

Our Monotype Metal is made after a formula approved by the Lanston Monotype Co. after many tests at their works, and is guaranteed satisfactory.



BRANCH OFFICE AND WORKS, ARLINGTON, N. J.

QUICK DELIVERY MADE IN THE EAST from our Branch at Arlington, N. J.

SECONDHAND MACHINERY STERI

Guaranteed to be first-class in every respect. Write for full description.

One Molding Press,	24 x 31	One Daniels Planer,			17 x 36
Two Molding Presses,		Brush Dynamo,			No. 2
Roughing Machine,		Shoot Board,			12 x 18
Two Lloyd Blackleaders					

PRINTING PRESSES.

One Campbell Oscillator,	4-Roller,	42×56 ,	Table	Distribution.
One Cottrell,	44	38 x 55,	44	44
One Universal,		13 x 19,		
One Hoe Drum Cylinder,		26×34 ,	Table	Distribution.
One Huber Perfecting,		37 x 52,		
Two Roller Racks and Co	am.			

GEO. E. LLOYD & GO.

Write us for Catalogue of New Machinery.

202-204 S. Clinton Street, CHICAGO, ILL.



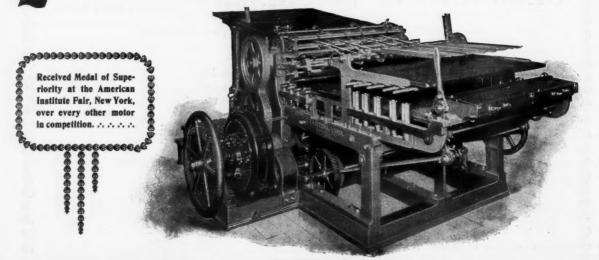
We think. We originate. We invent. We develop. We produce. We excel. We cease not.

We sow. We reap. We harvest. Are you on the "short side"? If so, write us.

Respectfully,

Brown Folding Machine Co. ERIE, PA.

Cundell Motors For Direct Connection to any Type of Printing Press or Machine of the second of the s



Entire Printing and Bookbinding Establishments equipped with Lundell Motors and Controllers. Enormous losses and inconvenience of shafting and belting obviated.

Most compact, efficient and reliable motors on the market.

Illustrated catalogue upon application.

Interior Conduit and Insulation Co., 527 West 34th Street, New York City.



LINOTYPE OPERATORS,

MASTER YOUR MACHINES!

"The Mechanical Details of the Linotype and their Adjustment."

FULL INSTRUCTION AS TO ITS CARE AND REPAIR.

By FRANK EVANS, Linotype Machinist.

EVERY OPERATOR SHOULD HAVE THIS BOOK.

This book has been prepared by a printer for the use of printers, and everything is treated from a printer's standpoint. By following its instructions any competent operator can handle his own machine or run a plant of Linotypes.

The book contains 110 pages, is handsomely and substantially bound in cloth, and is 4½ x 6½ inches—convenient size to carry in the inside coat pocket.

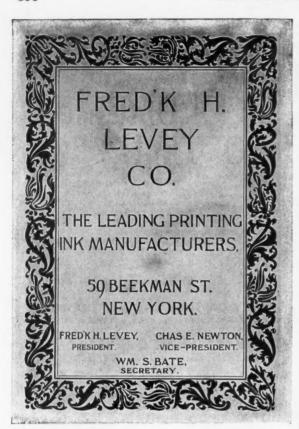
Price, \$3.00 per Copy, postpaid.

FOR SALE BY

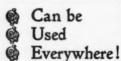
THE INLAND PRINTER COMPANY,

212 Monroe St., Chicago.









The Otto Gas Engine

OF TODAY, IS THE RESULT OF OVER TWENTY-FIVE YEARS' EXPERIENCE IN THIS FIELD,

अधिक विक्रिक विक्रिक विक्रिक विक्रिक

NO BOILER

NO STEAM.

NO COAL,

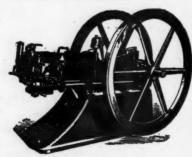
NO ASHES,

NO GAUGES,

NO ENGINEER.

NO DANGER.

क्षेत्र व्रमुख्य व्रमुख्य व्रमुख्य व्रमुख्य



Over 45,000 in Use!

SIZES: 1 TO 250 HORSE-POWER.

THE OTTO GAS ENGINE WORKS,

(INCORPORATED)

Cor. 33d and Walnut Sts., PHILADELPHIA. No. 245 Lake Street, CHICAGO.



TRADE MARK Dastes, Cements, Mucilages.

15 Gold Street, New York.

SPHINX PAD CEMENT Does not get sticky on the pad in tissue in copying books. More elastic and stronger than other brands. Colors are fast and brilliant—red, green, blue and white.

SPHINX LIQUID GLUE No. 2 Replacing animal glue be used cold, saving the gas and trouble of dissolving. No smell.

MACHINE GUM For use on folding and mailing machines. Ready for use. Guaranteed to keep for three months. Cold water will reduce it. Does not harden in the keg.

ARABOL PAD COMPOSITION The best solidified composition on the market. Guaranteed to keep sweet in hot weather and to preserve a uniform thickness. Remelts readily. Does not string.

PRESSMAN'S FRIEND The ideal paste for the pressroom. Reeps soft in the pail and contains no lumps to disturb the packing and batter the type. Does not swell the packing nor wrinkle the paper. Also used for backing pamphlets.

ARABOL MUCILAGE, XX The cleanest mucilage, transparent, easy flowing, not crusting at the mouth of the bottle.

FLEXIBLE GLUE For heaviest bookbinding.

Much more elastic than ordinary glue.

MATRIX PASTE Ready mixed.

Needs only reducing by cold water.

THE EMMERICH

Bronzing and Dusting



Emmerich & Vonderlehr.

191 and 193 Worth St. New York

Special Machines for Photographic Mounts and Cards, Embossing Machines, etc.



Five Lithogravure Facts:

- 1 —Prints from our Lithogravure Engravings are the nearest possible approach to lithography.
- 2-Any pressman of usual intelligence can make them ready for use upon an ordinary platen press.
- 3—The printer banks the lithographer's profit.
- 4-All orders after the first are "fat."
- 5—A customer made is a customer kept.

Our 1898

> Stock Specimen Book & &

is now ready for the mail.

50 cents per copy, which will be rebated as soon as orders from it

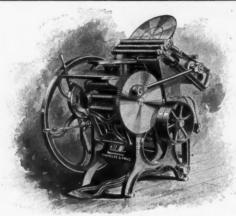
After January 1, 1898, 75 cents per copy.

From now until January 1, amount to \$5 or more.

J. MANZ & CO. CHICAGO.

Buy the Best!

These are the Best in their respective classes.



CHANDLER & PRICE GORDON PRESS.

Che Best Gordon.

We are selling an unprecedented number of the CHANDLER & PRICE GORDONS.

They satisfy. The prices are low. All sizes in stock at all our Branches. It is a case of

"Small Profits and Quick Returns."

ELON GOLD GLOND GLOND GLOND GOLD GOLD GOLD GOLD

American Type Founders' Co.

SEE BRANCHES ON OPPOSITE PAGE.

The Best Lever Cutter.

Although sold at prices no higher than asked for inferior cutters, the

PEERLESS GEM & LEVER CUTTERS

excel all other cutters in every detail, in strength, in exactness, and in durability. The list prices are:

23-inch, \$100 30-inch, \$175 25-inch, \$125 32-inch, \$200



PEERLESS GEM LEVER PAPER CUTTER.

Why buy the Second Best when the BEST costs you no more?

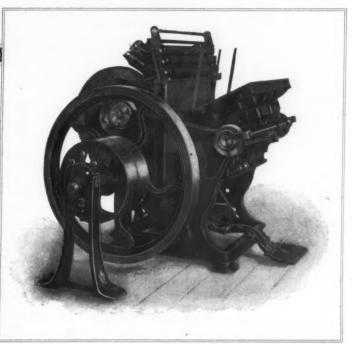
King of Platen Presses

*AAAAAAAAAAAAAA*AAA

Perfect Principles

Perfect Printed Product

ଦ୍ରାପ ଦାସ ଦାସ ଦାସ ହାସ ହାସ ହାସ ହା



GALLY UNIVERSAL PRESS

"Both in prompt make-ready and in results it is perfection. We can do anything on it at LEAST OUTLAY OF TIME for make-ready of any press in the place. We enclose a sheet done at one impression for each side, and embossed before cutting apart. We printed the two colors at one impression. Will send you some more samples to illustrate how absolutely rigid the press is in its bearings."—Extract from letter received from a customer in October, 1897.

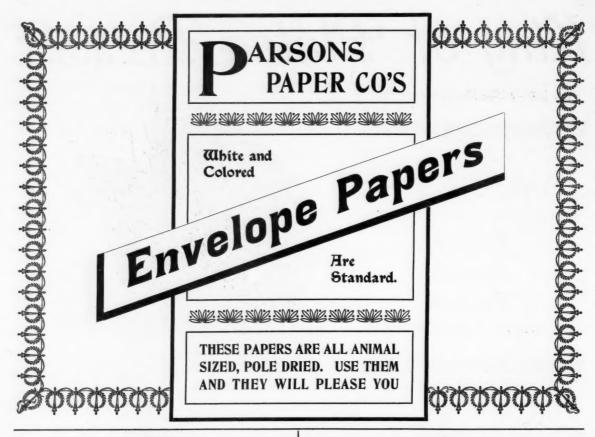
SEND FOR CATALOGUE, PRICES AND TERMS TO OUR NEAREST BRANCH.

American Type Founders' Company

GENERAL SELLING AGENTS-

NEW YORK, Rose and Duane Streets. BOSTON, 150 Congress Street. PHILADELPHIA, 606-614 Sansom St. BALTIMORE, Frederick and Water Sts. BUFFALO, 45 North Division Street. PITTSBURG, 323 Third Avenue. CHICAGO, 139-141 Monroe Street. CINCINNATI, 7-13 Longworth Street. CLEVELAND, St. Clair and Ontario Sts. ST. LOUIS, Fourth and Elm Streets. MILWAUKEE, 376 Milwaukee Street. SAN FRANCISCO, 405 Sansome Street.
MINNEAPOLIS, 24-26 First Street, South.
KANSAS CITY, 533 Delaware Street.
DENVER, 1616 Blake Street.
PORTLAND, Second and Stark Streets.

(THIS PAGE SET IN JENSON ITALIC.)



Anthony's PATENT LINE SCREEN HOLDER.



No Kits.

No Trouble.

Holds any size of Plate and Screen.

Distance between plate and screen adjustable.

Send for Descrip-

CROSS-LINE SCREENS....

Unsurpassed for opacity and sharpness of lines and transparency of spaces.

Send for Free Catalogue of Photo-Engravers' Supplies.

The International Annual and American Process Year Book.

Articles by Austin, Binner, Horgan, Gamble, Isawa, Pickering, Talbot, Shaylor, etc. Price 75c., postage 15c.

E. & H. T. ANTHONY & CO., 501 Broadway, New York, or 45, 47 and 49 East Randolph Street, Chicago.

Anderson's Photo-Mechanical Processes and Guide to Color Work.

A complete guide to the photo-reproduction processes, three-color work, etc. Illustrated with three-color print, color chart and many half-tones. Price \S_5 . For sale by

E. & H. T. ANTHONY & CO., 391 Broadway, New York, or 45, 47 and 49 East Randolph Street, Chicago.

AND THE INLAND PRINTER CO., 214 Monroe St., Chicago.

5 GOOD THINGS

A beautifully illustrated and descriptive booklet. A beautifully illustrated and descriptive booklet. Finest thing of the kind in print. Full information about our great Northwestern Territory. Send 10 cents in stamps.

Alaska Map Folder.

The latest and most complete maps of Alaska ever published. Five maps and instructive stories of the country. Send 4 cents in stamps.

Hlaska Bulletin.

Contains a large variety of information for everybody. Send 4 cents in stamps.

Htlas of the Northwest.

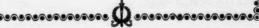
Has maps of the World, United States and Northwestern States, with descriptions and statistics. For business, family and school use. Send 25 cents in stamps.

Valley, Plain and Peak.

Photographic reproductions of Northwestern, Pacific Coast and Alaska scenery, with descriptive matter. A book for the parlor table. Send 10 cents in stamps.

Address F. I. WHITNEY, G. P. & T. A.,

GREAT NORTHERN RAILWAY, ST. PAUL, MINN.



Gas Engine

Specially made for Printers.

25



FOR GAS OR GASOLINE.

Meets the requirements of a majority of printing offices.

If you want a very economical, easily run, very durable and most effective motor, write for circulars, prices and terms to any Branch of the

AMERICAN TYPE FOUNDERS' COMPANY.

KEPT IN STOCK IN CHICAGO, ST. LOUIS AND SAN FRANCISCO. SOLD AT ALL BRANCHES.



Etching Ink for Photo = Engravers

UR three grades, No. 1, No. 2 and No. 3, are the best inks for engravers' use made. The largest establishments prefer them to other brands, and have come to specify the "Buffalo" Ink every time they order. This means something. It demonstrates that there must be value in this ink. This quality we propose to maintain. Write us about our Photo-Engravers' Ink, or inks of any kind for printers. We make nothing but ink, and know how. It's our business.

Buffalo Printing Ink Works, Buffalo, N. Y.

"Buffalo Inks always work"

Make Money for You!!

WHY?



	-		10 8	3
*	f	MILITER RICH		
			17.	
	7.4	Manuel	1	1927
4	10			1
- 48		The Paragraph		~
				100



Monitor Wire Stitcher.

No. o -36 to 11/2 inches,				\$550
No. 1 -2 sheets to 34 inch,				400
No. 11/2-2 sheets to 1/2 inch,				300
No. 2 -2 sheets to 3/8 inch,				200
No. 3 -2 sheets to 1/2 inch,		*		150

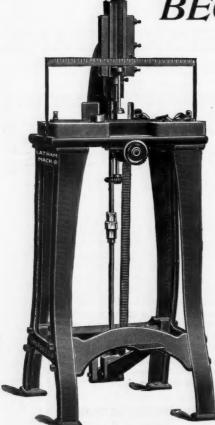


Round-Hole Perforator.

8-inch, steam-power,							\$175
8-inch, foot-power,							125
4-inch, steam-power,							150
4-inch, foot-power,							100
o-inch, foot-power, .							75

BECAUSE

these Machines are Simple, Durable, Reliable.



Round-Corner Machine.

Foot-power Index Mac Foot-power Round-Cor Foot-power Punching ! Index Machine, with P	ner M Machi	lac ne	hi o	nly			-		\$90.00 75.00 75.00
Attachment, extra,		-							5.00
Extra Punch and Die,									4.00
Round-Corner Knives,	each,								1.25
Index Knives, each.									2.00

ee Specialists ee

SAVE MONEY FOR YOU, because they know their business.

We are Specialists in Wire Stitchers, Perforators, Round-Cornering, Numbering and Paging Machines.

We know how to build them to suit the exacting requirements of printer and bookbinder.

Our machines pay them. They discard the old to get a Latham.

Our plant, with greatly increased facilities, is still working overtime to meet orders.

Let us know your wants.

Latham Machinery Co.

197-201 S. CANAL ST.,

Factory, 195 S. Canal St.

CHICAGO, ILL.

Send for BARGAIN LIST of Rebuilt Cylinder and Job Presses and other machinery.



DUPLICATE ELECTROS OF ABOVE CONSTANTLY ON HAND.

LARGER SIZES OF SAME ILLUSTRATIONS FURNISHED AT REASONABLE COST.

BLOMGREN BROS. & CO. ENGRAVERS AND ELECTROTYPERS, CHICAGO. SINCE issuing our Sample Book No. 4, we have added the following very desirable items to our stock. Samples sent on request.

COLORED COATED BOOK. 28 x 44. 105 ib. In Primrose, Pearl, Rose and Green. PROVING PAPER (Imported). 20 x 25.

WATERPROOF CLOTH-LINED COVER. 22½ x 28½. In Scarlet, Leather and Bottle Green.

"HIAWATHA" DECKLE-EDGE BOOK. 31 x 42. 65 and 85 lb.
"DUPLEX MONARCH" ENAMELED COVER. 20 x 25 and 22½ x 28½.

Primrose and Pearl.
Primrose and Rose.
Pearl and Green.
Pearl and Green.
Pearl and Green.

These Duplex Covers match our Colored Coated Book, giving every combination desired.

ENAMELED MUSIC COVER. 22 x 28. White.

ENGLISH FINISH MUSIC PAPER. 22 x 28. 60 lb. "BLACKSTONE" BRIEF PAPER. 14 x 21. 25 and 30 lb.

JAMES WHITE & CO., 177 Monroe St., Chicago.

Dealers in COVER PAPERS and Specialties.

Therefore the therefore the therefore the terminate of th Che Central Paper Company,

Nos. 177 & 179 Monroe Street, CHICAGO.

Karararararararararararararararararak

Put all their Ruled Papers up in Boxes with five Tablet Boards in each box.

SAMPLES ARE NOW READY.

Fall Wedding

Invitations, Announcements, etc., engraved in the latest style.

LEADING SPECIALS:



2-Quire Box of Embossed Paper and Envelopes at 65c. prepaid.

5-Quire Box of Embossed Paper with any two-letter Monogram and Envelopes at \$1.50 prepaid.

Send for Circulars.

Steel Die Embossed Letter-Beads, Envelopes, Catalogue Covers, etc.

WM. FREUND & SONS.

Samples and Prices upon application.

155 STATE ST., CHICAGO.

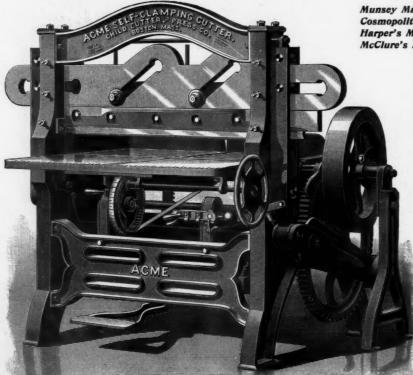
Stereotype Blocks.

We sell those which are strictly accurate, made of best San Domingo Mahogany (to prevent warping), and most modern in construction. Avoid a cheaply made blockits cost on every job in lost time in the pressroom. Our blocks cannot be excelled in quality, and are sold at prices no higher than asked for poorly made blocks.

AMERICAN TYPE FOUNDERS' CO.

See List of Branches in Inland Printer Directory.

Who use the "ACME" Self-Clamping Cutter?



THE AUTOMATIC SELF-CLAMP, ALSO COMBINED SELF, HAND AND FOOT CLAMPING "ACME" CUTTER.

Munsey Magazine Co. (2) Cosmopolitan Magazine Co. (2) Harper's Magazine Co. McClure's Magazine Co.

Youths' Companion Co. (5) The H. O. Shepard Co. D. C. Cook Publishing Co. The Werner Co. Boston Mailing Co. and 1,000 others, printers, bookbinders, box makers, corset manufacturers, paper mills, etc.

#

Why

Because they save labor and money, and give perfect satisfaction. Send for catalogue and references to

The Child Acme Cutter and Press Co.

33-35-37 Kemble St., Roxbury, BOSTON, MASS., U.S.A.

E.C. FULLER & CO., Agents,

28 Reade Street, NEW YORK. 279 Dearborn Street, CHICAGO.



Balf-Cones

SEND 5 TWO-GENT for our "Reproductions of Celebrated Paintings in Miniature." This book contains nearly 500 half-tone reproductions with list of sizes, etc., in which we carry them in stock. These art subjects are used extensively for Calendars, Frontisplates and other advertising purposes, and can be supplied at moderate cost.

Zinc **Etchings**



We Manufacture
Ledgers,
Superfines,
Fines,
Bonds,
Linens,
Colored Flats,
Bristols,
Ruled Stock,
Wedding Stock

CHICAGO.

HEADQUARTERS FOR....
LOFT, DRIED FLAT WRITINGS, EMBOSSED
BOARDS, FANCY PAPERS, RULED HEADINGS,
ENVELOPES, WEDDING STOCK, Etc.

All of the above stock manufactured by our own mills. Capacity 30 tons daily.

Sample Book of our complete line of Flats and Ruled Headings, with quotations sent on application. Small as well as large mail erders solicited.



Save Floor Space!

Steel-Run Cabinets.

STRONGEST, NEATEST, MOST COMPACT.

30 Cases in Space of 20.

MORGANS-WILCOX CO., Middletown, N. Y.



PRICE LIS

FINISHED PRESSES WITH ALL-STEEL
BEARINGS AND STEEL CONNECTION RODGE

(** 8x12 ** (** 600 ** 85 (** 9x13 ** (** 1750 ** 100 ** 100x15 ** (** 1,000 ** 135 (** 11x17 ** (** 11x17 ** 11x17 *

Easiest running; simple in construction; the equal of any other job press; every one warranted; for fine as well as for heavy work; two weeks' trial allowed. Send for circular.

A. OLMESDAHL,

Markager.

Machinists and Manufacturers and Dealers in JOB PRINTING PRESSES,

No. 175 Grand Street, New York.

EVERYTHING FOR THE PRINTER.

Sticks

For setting type in; for Cutting Machines; for Cylinder Flies—each of them the best we can buy.



If you buy from us you get the best of everything, and prices no higher than asked for inferior articles.

AMERICAN TYPE FOUNDERS' CO.

See List of Branches in Inland Printer Directory.





WHEN you purchase Inks for fine halftones and illustrated work, buy those you can take on trust unseen until in use.



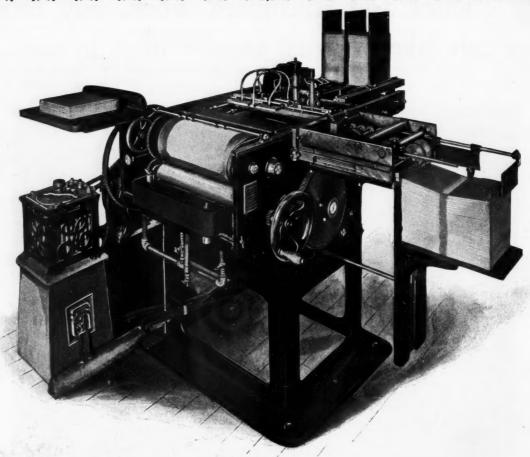
CUPID'S CONFIDANT.

THE QUEEN CITY PRINTING INK CO'S INKS are "right in it" as to working qualities, fineness, and all things that go to make a superior grade of goods.

HOME OFFICE, CINCINNATI, OHIO.

Branch—345 DEARBORN STREET, CHICAGO, ILL.

Che Smyth Book-Case Machine



MANUFACTURERS' AGENTS

Smyth Book Sewing Machines
Smyth Case Making Machines
Economic Paper Feeding Machines
Chambers Folding Machines
Christie Beveling Machines
Heme and other Cutting Machines
Universal Wire Stitching Machines
Ellis Roller Backer
Peerless Rotary Perforators

Bookbinders' and Printers' Machinery

AND DEALERS IN

Compact, Simple and Easily Adjusted to different sizes. Automatic in its action.

Capacity, 5,000 to 6,000 Finished Cases per day.

Product uniform and superior to hand work. Cloth cut to size and end folds made last, same as by hand. For further particulars, address

E. C. Fuller & Co., Sole Agents,

279-285 Dearborn Street, CHICAGO.

28 Reade Street, NEW YORK.

T. W. & C. B. SHERIDAN

Established 1835.



Paper Cutters and... Bookbinders' Machinery...





N offering the "White" Paging and Numbering Machine, we gladly recommend it as by far

The Best Machine of its kind on the Market.

It is simple, durable, light running, very reliable and perfectly constructed. The ink fountains are a great improvement over the hand inking of all other machines, and the change from consecutive to duplicate, triplicate, etc., is only the matter of slipping a pawl from one notch to the next.

We are now THE SOLE AGENTS for this Machine,

and will gladly send circular and list of stock heads on application.

Any style head cut to order.



T. W. & G. B. SHERIDAN,

2, 4 and 6 Reade Street, NEW YORK. 413 Dearborn Street, GHIGAGO.

Perfection in & Press Building

IS SECURED IN



Time Tested. Service Tried.

Crank Movement-Doing away with all cam gears, springs, centers. Running without jolt or jar.

Bed Motion—Giving ease of motion, firmness, long life, simplicity.

THISHPCS better distribution, better impression, better register; and, therefore, better work.

Economy-No breakage, no repairs.

Perfectors.... Two-Revolution.... Two-Color.

Smallest, 24 x 31. Largest, 48 x 69.

NOT A NOVELTY, but a Printing Press whose every improvement marks a distinct and permanent gain to the Printing Art.

WE ASK YOU TO INVESTIGATE THE HUBER.

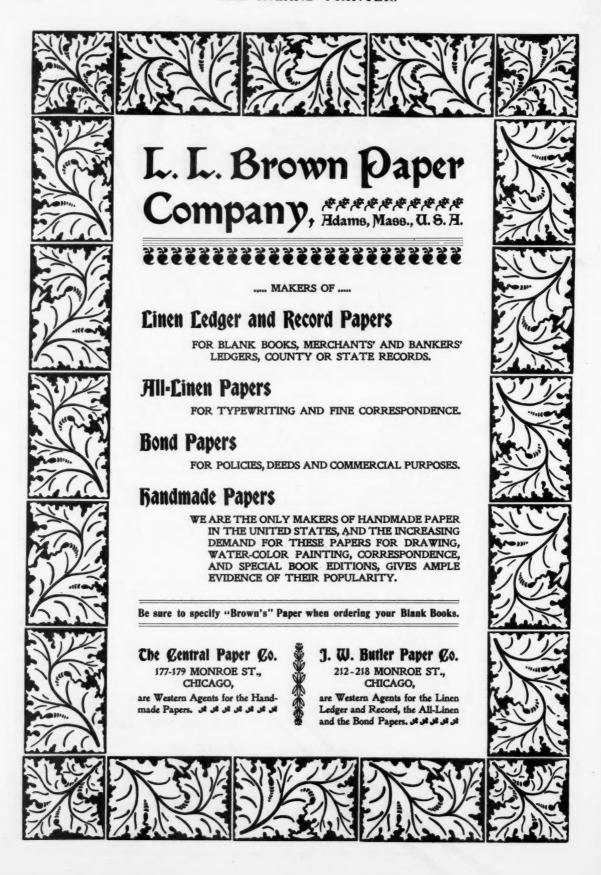
VAN ALLENS & BOUGHTON

59 Ann St., 17 to 23 Rose St.

Western Office: 256 Dearborn Street, CHICAGO. H. W. THORNTON, Manager. NEW YORK.



1700_



ELECTRIC MOTORS

DIRECTLY CONNECTED TO ALL MAKES OF PRINTING PRESSES.

NO BELTS, NO DIRT, NO GEARS, NO NOISE

More Efficient than Shafting or Belting. Attached to any Press. Easy to Regulate. Not at all in the way. Cheaper than any other method of operation.



The Bullock Electric Mfg. Co.

NEW YORK: St. Paul Bullding,
BOSTON: 8 Oliver St.
PHILADELPHIA: 662 Bourse Building,
ATLANTA: G. H. Wade, 788 Gould Building,
DENVER: Thos. H. Smith, 1724 Champa St.
CHICAGO: 623 Western Union Building,
ST. LOUIS: St. Louis Electrical Supply Co.,
911 Market St.
LOUISVILE: Wood & Speed, 235 Flith St.
SPOKANE: Eleazer Darrow, 14 and 17 Temple

AND 1032 BROADWAY,

CINCINNATI, OHIO.

FREE=HAND DRAWING and ILLUSTRATING....

Taught in

THE ART STUDENT AND THE LIMNER.

FULLY ILLUSTRATED. SIXTH YEAR.
10 CENTS A COPY. \$1.00 A YEAR.

Ernest Knaufft, Director of the Chantauqua Society of Fine Arts, Editor. Sketching from Nature, Caricaturing, Newspaper illustrating by the Chaik-plate Process. Wood Engraving, A. B. Frost No.

PORT ORAM, N. J.

I liked The Art Student from its beginning for its sound and masterly instruction, and took it merely to support a good thing. When I now will exchange my Nos. for a new subscription so as to keep a little in touch.

W. S. B.

New York, January 8, 1896. I have looked over your specimen copies, and am satisfied I can learn from them, although I have been making designs for many years. J. H. G.

PHILADELPHIA, PA., February 10, 1896. I wish to say that I appreciate The Art Student Very much. I have learned considerable the past year, not only about illustrating, but about printing. Hoping you will not miss sending a single number, I inclose my subscription for another year. C. H. W.

THE ART STUDENT, 132 W. 23d Street, New York

Wire Stitchers



We have them for \$90, \$150, \$250, \$300, \$400, \$550, less discounts, each the best you can get. Prices vary according to capacity.....



AMERICAN TYPE FOUNDERS' CO.

See List of Branches in Inland Printer Directory.

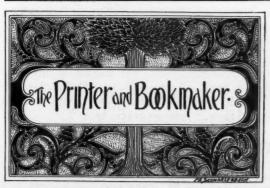
A JOURNAL OF THE GRAPHIC ARTS. 20 AN

A JOURNAL OF THE GRAPHIC ARTS. AN ACKNOWLEDGED TECHNICAL AND ARTISTIC EDUCATOR OF THE CRAFT.

OTES on trade matters; news of developments in all sections; hints and wrinkles for workers; the furtherance of technical education; job suggestions and designs; specimens criticised; supplements by all processes — in color and monochrome.

Bi-monthly. 7s. 6d., post free. Specimen copy, Is.

RAITHBY, LAWRENCE & CO., Ltd. LONDON: 1 Imperial Bidgs., Ludgate Circus, E. C. LEICESTER: De Montfort Press.



\$2.00 per Year. 20c. per Copy.

30

HOWARD LOCKWOOD & CO.,

Publishers.

143 BLEECKER STREET, NEW YORK, EVERY PRINTER WANTS-

"Profitable Advertising"

THE ADVERTISER'S TRADE JOURNAL.

Fully illustrated, bright, original, upto-date on all Advertising Topics. The handsomest publication of its kind.

10 618. brings a sample copy if you mention THE INLAND PRINTER.

KATE E. GRISWOLD, Ed. and Pub. 27 School St., BOSTON, MASS.

AR AR AR AR

Che Bennett Electro

Have you any system for keeping your Electros? Do you know how many or what you have? Can anyone in your office find any particular cut at once?

Is your foreman's memory your only index? What proof have you that the electro called for is or is not in your possession?

Che Rockford Folder Co.

Rockford, Illinois,



"HIS Cabinet is well and neatly made of oak. Will store 800 average sized electros or cuts. 0000000000000000

The Price is \$2000



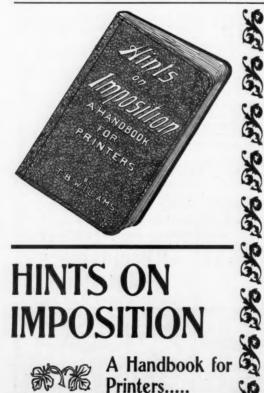
50 Drawers. 14 x 18 x 1 inches.

Floor Space, 42 x 20 inches.

Shipping Weight,

270 lbs.





HINTS ON **IMPOSITION**



Printers.....

By T. B. WILLIAMS.

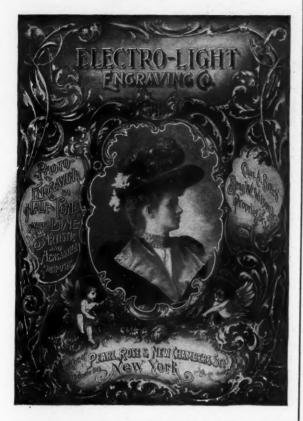
A THOROUGH EXPOSITION OF METHODS EMPLOYED BY ALL UP-TO-DATE PRINTERS IN THE IMPOSITION OF BOOK FORMS IN EVERYDAY USE.

HE folded sheet is shown beside the imposed form to illustrate the relation of each to the other, and in the text the workman is carefully guided and instructed. Nothing pertaining to the imposition of book forms has been overlooked by the author. They are shown imposed single and double, and their adaptability for folding by hand or machinery explained. The most complete information (illustrated) is given for the "making of margins" in the form, locking up pages of unequal size in a form, register, gripper margin, cover forms, envelope forms, folding points in the form, etc.

The reader is benefited by the perusal of any page in this helpful book. Ninety-six pages, 4 x 6 inches, full leather, flexible, gold side stamp, \$1.00. Sent postpaid on receipt of price. Address orders to

THE INLAND PRINTER COMPANY,

NEW YORK OFFICE. 150 NASSAU STREET. 212-214 MONROE STREET, CHICAGO.....



Syrian Cover. Union Linen Coated Cover. Persian Waterproof Cover. Transparent Parchment Cover. Enameled Cover. Amazon Linen Cover. Paradox Cover. Dresden Handmade Cover. Venetian Cover. Coal Screen Cover. Princess Cover. West India Cover.

Illinois Extra Heavy Double Enameled Cover. White City Cover. Hercules Cover. Atlas Cover. **Duplex Hercules Cover.** Antique Laid Cover. Smooth Laid Cover. Smooth Wove Cover.

Also complete lines of M. F., S. & S. C. and Enameled Book. Parker's Blotting, Document Manila, Deckle Edge Papers, etc.

> ILLINOIS PAPER COMPANY. 181 Monroe Street, CHICAGO.

EVERYTHING FOR THE PRINTER.



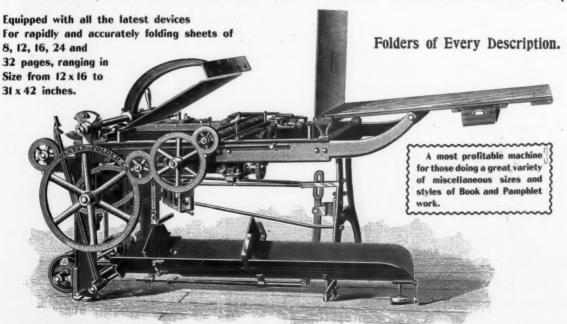
For all Staple Binders, best in quality, right in price, always in stock.

AMERICAN TYPE FOUNDERS' CO.

See List of Branches in Inland Printer Directory.

THE ACME Staple Binders are the most satisfactory. Send for Descriptive Circular to nearest branch.

DEXTER JOBBING POINT-FEED BOOK FOLDER.



BRANCHES:

CHICAGO: 315 Dearborn Street. BOSTON: 149 Congress Street. FACTORY: Pearl River, N. Y.



DEXTER FOLDER CO.,

Write for Prices and Particulars.

97 Reade St., NEW YORK.

"THE HICKOK" 97 RULING

HARD TIMES ARE PASSING FAST, ORDERS ARE NO LONGER RARE, YOUR BUSINESS MUST SHARE IN THIS.

LET US HAVE YOUR ORDER FOR ANY MACHINERY NEEDED

FOR RULING OR BINDING

THE W. O. HICKOK MFG. CO., Harrisburg, Pa.

Charles N. Ironside

Counselor at Law.

No. 40 Wall Street, New York.

COLLECTIONS A SPECIALTY.

A long experience in the printing business gives me special facilities in handling matters arising in that trade.



Weld & Sturtevant

44 Duane Street, New York,

DRINTERS' and BOOKBINDERS' MACHINERY.

We Sell the Latest and Best

STITCHERS, FOLDERS, FEEDERS, CUTTERS,

and other Machinery.

CONSULT US BEFORE ORDERING.



will find them the thing for Christmas. To introduce *The Advertising World* we will send these six cuts prepaid by mail, and paper one year, for 75 cents in stamps—the regular price for the paper. Ask for proofs of our new calendars for '98; our litho tint plates—lithography successfully imitated by any printer; new ard designs for stationery—sixty subjects. All sold on syndicate plan at one-third usual price. Send for proofs also of our Christmas specialties—advertising cuts, borders, cartoons, pages; all new, original, unique. The largest line extant. Address

The Advertising World courts.**

The Advertising World, columbus, ohio.

Extra Finished Etching Zinc

C. SIDNEY SHEPARD & CO.

23 and 25 Pandolph Street. CHICAGO, ILL.

Blotter Advertising for Printers.

The recent Experience Meeting howed that blotters are the biggest fullers for printers. We are designated by the printed showed that blotters are the biggest pullers for printers. We are designing a series of twelve, to be printed in two and three colors. The designs are to be diversified in treatment and subject, and all made by one and subject, and all made by one of the foremost business artists in this country. The matter for each blotter will be written by Lewis, from data furnished by subscriber. The designs already finished will show this series to be the handsomest and most effective work ever done in the way of blotters.

THE PLAN.

THE PLAN.

We will issue but 150 sets of plates. A printer must contract for six months at least. The plates and copy will cost \$\frac{2}{3}\$.50 per month, cash in advance. Orders are booked with the proviso that 100 sets must be subscribed for or no issue will be made. Electrotypes will be the best procurable, and the original plates will be deep photogravings.

All subscribers to this service, or clients doing business with us to the extent of \$\frac{5}{5}\$, will get the *Trade Magazine*, a 56-page and cover monthly, devoted to the public-seeing side of business and to the printing of advertising matter, free for one year.

*Your money back if you don't

Your money back if you don't like a design.

The Advertiser's Agency,

Business Advisers, Advertising Experts, Placers of Advertising.

E. ST. ELMO LEWIS, Gen. Manager. CHARLES J. SHEARER, Prest.

Penn Mutual Bldg. PHILADELPHIA. X+++++++++++++++++



MUNN & CO., 361 Breadway, New York.

THE J. W. O'BANNON CO. |

74 DUANE ST., NEW YORK.

Bookbinders' Supplies.

HOLLISTON LINEN FINISH BOOK CLOTHS, BUCKRAMS, BTC.

respondence solicited.

Importers of German Book Cloth, Skytogene, etc.

H. W. WALLDORF.

Binders' and Crunk Board

MONROE, MICH.

CHICAGO OFFICE:

612 Chicago Stock Exchange Building. Telephone, Main 4586.

Estimates promptly furnished.

PHOTO PROCESS ENGRAVERS WE AIM AT THE BEST PRINTING QUALITY

THE **Williamson-Haffner** Engraving Co.

Printers' Rollers.

CHEAPEST in USE!

GODFREY & CO.

909 Sansom Street, Philadelphia, Pa.



ETCHING ZINC

Superior quality selected HARD ZINC, machine ground and polished, for Half-Tone and Line Etching.

COPPER FOR HALF-TONE.

Extra quality machine ground and polished.

STEEL PLATES FOR ENGRAVING AND ETCHING.

Photo-Engravers' Supplies.

AMERICAN STEEL & COPPER PLATE CO. 150 Nassau Street, New York.



FOR ...

Glazed Papers Plated Papers Leather Papers

ลลลลลลลลลล

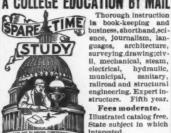
GO TO

Slade, Hipp & Meloy, 71-73 W. Monroe St., CHICAGO. Sane Brothers & Co. BOOK BINDERS' STOCK

Nos. 116-120 Market Street, Chicago, Ill.

22222222222222222222222





business, shortband, sci-ence, journalism, lan-guages, architecture, surveying, drawing; civ-il, mechanical, steam, electrical, hydraulic, municipal, sanitary, railroad and structural engineering. Expert in-structors. Fifth year. Fees moderate. Illustrated catalog free.

Illustrated catalog free. State subject in which interested.

NATIONAL CORRESPONDENCE INSTITUTE, (Inc.)
Second National Bank Building, Washington, D. C.

Ho Printers!

Why pay the "devil"

for running your presse when the



OLDS ENGINE does it quicker, cheaper and better, and never talks back

Perhaps a printer near you has one you would like to see.

OLDS GASOLINE ENGINE WORKS, Box 600. Lansing, Mich.

LOVEJOY CO'S

DRY PAPER MATRIX

Will keep in any climate.

Ready for use when wanted.

Ready for use when wanted.

Just the thing for offices where there is but a limited nount of stereotyping.

No sweat box necessary. Easy to use.

Moids can be made on machine or by hand. Less time quired for drying, less heating of type, less wear on blankets quired for drying, less heating of type, less wear on blankets.

Can be sent by mail or express to any pasts some world or scants in stamps for half-sheet sample by mail.

Price, \$1.50 per dozen.

THE LOVEJOY CO.

444-6 Pearl Street, . NEW YORK, U. S. A. FOR SALE IN CANADA BY

C. J. ROBERTSON, 588 Craig Street, Montreal.

H. GRIFFIN & SONS.

ESTABLISHED 1833. MPORTERS AND BEALERS IN

BOOKBINDERS' AND POCKETBOOK MAKERS' SUPPLIES.

MOROCOLINE (An Imitation of Leather)

75 AND 77 DUANE STREET NEW YORK CITY.

BERMAN SCHUESSLER, Gen'l Manager FRANK G. STEWART, Pres't.

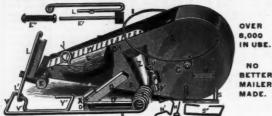
The Photo=Chromotype Engraving Co.

719 Vine Street, - - PHILADELPHIA.

We solicit your correspondence if you appreciate

GOOD QUALITY-LOW PRICE-PROMPTNESS Our Catalogue now ready.

R. Dick's Seventh Mailer.



ORTH more to the printer than Klondike gold, is R. Dick's Seventh Mailer. A great time-saver—and time is money. With it experts have addressed from 6,000 to 8,586 papers in less than an hour. For information concerning Mailer, address

Price, \$20.25 without Royalty.

R. DICK ESTATE, 139 West Tupper St., BUFFALO, N. Y.

NO

EVERYTHING FOR THE PRINTER.

nod (iood



None but the very best for sale at all Branches of the

American Type Founders' Co.

Many of our Cabinets are A POINT. made up specially to conform

to modern requirements. These are made solely for us, and will suit you better than the ordinary affairs. No advance in prices because of these improvements.





VERY BEST MAILER.

Simple, positive movements: no rubber belts; no trouble; fine adjustments; most rapid; expert record, 170 per Novices can do fast work; experts beat their record when using

the Korton Mailer.

More effective and durable than higher-priced machines.

For sale at all branches of the

AMERICAN TYPE FOUNDERS' CO.



Pioneer of Gauge Pins to the world!

ALL THE BEST.

Attachments for the Job Press.

Ask your dealer for them or send to

EDWARD L. MEGILL, Inventor, Patentee, Manufacturer,

No. 60 Duane Street, NEW YORK.

ocket Manual of Ready Reference.

COMPILED AND ARRANGED BY P. J. HALTIGAN.

PROOFREADER, GOVERNMENT PRINTING OFFICE, WASHINGTON, D. C.



T contains a complete Vocabulary of Double Words from Webster's International Dictionary—an invaluable assistant in the quick determination of those vexing "compounds" usually encountered by all engaged in the correct reproduction of literary work; over five hundred Latin and French words, phrases, legal maxims, and colloquial expressions, with their definitions, from all the leading authorities, which to the everyday individual and the student of law will afford a ready and reliable means of interpretation; an exhaustive alphabetical list of contractions and abbreviations commonly used in writing and printing; an authoritative list of county names in the United States, carefully revised according to the latest Government publications, and arranged in alphabetical order by States; the Declaration of Independence, with the names of the Signers: the Constitution of the United States, with amendments and dates of ratifications, together with nearly SEVENTY PAGES of the most useful historical and general information, designed to be of the unext benefit to the average man, and all gathered from the most reliable sources. 160 pages; size, 5½ by 2½ inches.

Neatly Bound in Leather, postpaid, . . . 50 cents. Russia, Indexed, postpaid, 75 cents.

Che Inland Printer Company,

150 Nassau Street, NEW YORK.

212-214 Monroe Street, CHICAGO.

The Inland Printer
Flexible Razor-Tempered
Overlay Knife.

This Knife has been subjected to a careful test for quality of temper. It will be found to hold a keen edge and to be of much flexibility, enabling the operator to divide a thin sheet of paper very delicately. In all respects it is of the most superior manufacture, and the entire length of the handle and is of uniform temper throughout. As the knife wears, cut away the covering as required. Price, 50 cents, postpaid.

150 Nassau St., New York.

THE INLAND PRINTER CO.
212-214 Monroe St., Chicago.

Magna Charta Bond Hds.

HE complete set of 148 designs submitted in the recent advertisement competition of the Riverside Paper Company can now be obtained in book form. This is a valuable work for the compositor, the apprentice, the advertiser or the writer of advertisements, as it gives many suggestions as to proper display. A 160-page book, 9 x 12 inches in size. Sent to any address on receipt

The Inland Printer Co., Publishers,

150 Nassau St., cor. Spruce.

214 Monroe Street.

Levendecker Posters.

We still have on hand a few Posters designed by J. C. Leyendecker to advertise our issues of November and December, 1896, and January, February, March, April, June, July, August, September and October, 1897. They are in colors, and make vauable additions to the exhibit of any poster collector. These will be sold at 15 cents each, postpaid.

The Inland Printer Company,

PUBLISHERS.

150 Nassau Street, 212-214 Monroe Street, NEW YORK.

Brass 9

Get our Special Brass Type Specimen Book, showing more, and better, and later faces than any other.

Why buy even the SECOND BEST when the BEST costs no more?

AMERICAN TYPE FOUNDERS' CO.

See List of Branches in Inland Printer Directory.

Our Patented Lettering Pallet is the Handiess Made.

Crown Linotype Metal

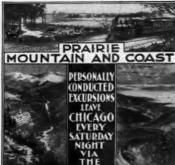
FOR FINE BOOK WORK.

OSITIVELY nothing but new metal used in its manufacture. Unrivaled for durability and sharpness of face. Send for booklet.

PATTERSON & WHITE. Sole Agents,

Every ingot stamped with the word "Crown."

518-20 MINOR STREET, PHILADELPHIA, PA.



MILWAUKEE & STPAUL THROUGH OHAMA LINCOLN SPRINGS SALT LAKE CITY

FEEREEEEEEEEEEEEEE

EVERYTHING FOR THE PRINTER.

Can be bought to the best advantage at the nearest branch of the

American Type Founders' Co.

See List of Branches in Inland Printer Directory.

Send for our Wood Type Specimen Book. It is up to date. It contains no dead wood.

TETS Can make more money by using BRAINS.

It comes to them each week full of ideas for bringing business, together with styles of advertising composition, invaluable to every office.

Shers Can increase their advertising by having BRAINS sent to their advertisers. Advertisers reading BRAINS will do more advertising -pay the publisher more money for space.

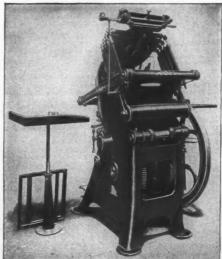
Special rates for club lists of three or more copies. Sample copies for the asking. Ask NOW.

BRAINS PUBLISHING CO.

141 to 155 E. 25th St., NEW YORK.

Advertisers in BRAINS get results.

PARTICULARLY ADAPTED FOR HIGH-GRADE PRINTING AND EMBOSSING.



BEAR VIEW

Why it excels others in Speed, Strength, Register and Distribution.

Because it has a more solid and heavier frame, shafts are larger and all large working parts are well balanced. Unlike others, it is not a one-sided machine, but has two driving pinions and crank gears, making it impossible to slur or twist. There are no babbitt or cap box bearings about it; all bearings are cut from solid metal. It has four form rollers, all carried independent of each other; patent double end roller trucks, combining two sets in one, besides many other important features that are new. Our Catalogue will tell the rest.

OEO, W. PROUTY CO.. 100 High St.. BOSTON. MASS. GEO. W. PROUTY CO., 100 High St., BOSTON, MASS.



ELECTROTYPING AND STEREOTYPING.	Price,	MISCELLANEOUS—Continued.	Price,
Electrotyping, By J. W. Urquhart. A practical manual, forming a new systematic guide to the reproduction and multiplication of printing surfaces. Stereotyping, By C. S. Partridge. This is the only book devoted exclusively to papier-maché stereotyping ever published, and is an exhaustive treatise, containing detailed descriptions of the best methods in use, including Cold Process, instructions for operating the Rolling Machine, Paste Recipes, Metal Formulas, Hints for the Protection of Type, Suggestions for the Operating and Care of Machinery, Instructions for Grinding Tools, and a complete list of unexpired	\$2.00	Steps Into Journalism, By Edwin L. Shuman, of the Chicago Journal staff. This book treats of newspaper work as a more or less exact science, and lays down its laws in an informal way for beginners, local correspondents and reporters who do not already know it all. Its chapters include: Evolution of the Press—Plan of a Newspaper Article—A day with a Reporter—Interviewing and Newsgathering—Getting a start as Correspondent—Methods of the Editorial Room—Writing a Special—Women in Newspaper Work. Cloth; 230 pages.	\$1.25
Type, Suggestions for the Operating and Care of Machinery, Instructions for Grinding Tools, and a complete list of unexpired patents pertaining to Stereotyping Methods and Machinery, including number of patent, date of issue and name of inventor. Cloth; 140 pages; 50 illustrations.		Varnishes, Lacquers, Printing Inks and Sealing Waxes, . Their raw materials and their manufacture, the art of varnishing and lacquering, including the preparation of putties and stains for wood, ivory, bone, horn and leather, by William T. Brannt. Illus- trated; cloth; 367 pages.	3.00
ILLUSTRATING.		Writing for the Press, By Robert Luce. A practical handbook of the art of newspaper writ-	1.00
Drawing for Reproduction, A practical handbook of drawing for modern methods of reproduc- tion, by Charles G. Harper. Cloth; 162 pages; 47 illustrations.	2.50	ing, by a practical newspaper man, and meant to be of service to editors, reporters, correspondents and printers. Cloth; 96 pages.	
Lessons on Decorative Design, By Frank G. Jackson, second master in the Birmingham Municipal School of Art. An elementary text-book of principles and practice, showing the constructive origin of ornamentation and the guiding	2.00	PHOTOGRAPHY. Cyclopædic Photography, By Edward L. Wilson, Ph.D. A complete handbook of the terms,	4.00
principles and orderly methods underlying true decoration. Cloth; 173 pages; 34 plates.	2.50	processes, formulas and appliances available in photography, arranged in cyclopædic form for ready reference. Condensed from a thousand authoritative sources and prepared with a view solely to its practical usefulness and historical accuracy. Copiously illustrated; 552 pages;	
Theory and Practice of Design, By Frank G. Jackson. An advanced text-book on decorative art, being a sequel to "Lessons on Decorative Design," by the same author. The illustrations and diagrams have been selected and de- signed with the view of explaining principles and directing practice.		Exposure Tables, By F. Dundas Todd, editor of <i>The Photo-Beacon</i> . A careful study	.25
Cloth; 216 pages; 49 plates. MISCELLANEOUS.		or this work will eliminate the element of chance in exposing plates, and will enable the amateur, as well as the more advanced operator, to time his negatives correctly. Contains tables providing for various makes of plates, sizes of stops, subjects and conditions of light and	
Bookkeeping at a Glance, By J. T. Brierly. A simple and concise method of practical book-	.50	atmosphere. Its use will reduce failures to a minimum. Cloth; vest- pocket size.	
keeping, with numerous explanations and forms used in business, showing an entire set of books based upon actual transactions, how to take off a trial balance and finally close and balance accounts. 144 pages; 2½ x 5 inches; Russia. Indexed, 25 cents extra.		First Step in Photography, By F. Dundas Todd, editor of <i>The Photo-Beacon</i> . By following the concise and simple instructions contained in this book anyone, without previous experience, can master the mechanical part of photog-	.25
Everybody's Pocket Dictionary, Contains 33,000 words, the pronunciation, syllable divisions, part of speech, capitalization, participles, and definitions being given. This book is not a "speller." made hastily only to sell, but is an accurate and complete dictionary, compiled from the latest edition of Webster's great International. 2½ by 5½ inches; leather, indexed, 50	.50	raphy in a very short time. The book is devoid of technicality, and is just what every beginner has been looking for. Paper; 52 pages. Photographic Mosalcs. By Edward L. Wilson. Photographics. By Edward L. Wilson. Quarter-Century in Photography. By Edward L. Wilson.	1.00 4.00 4.00
The Expert Calculator,		PRINTING.	
Short cuts in addition, multiplication, fractions, decimals, division, percentage, interest, equation of payments and mensuration. Also, price-marking, brick and masonry measurement, measurement of live cattle, amusing and trick arithmetic, etc. 200 pages; 2½ x 5; leather; indexed.	.50	Advertisement Composition, Comment and Criticism, Contains sixty-eight specimens of advertisement composition, sub- mitted in a prize contest, with criticisms and comments of judges of award and others. Paper; 80 pages.	.25
Goodwin's Manual of Bookkeeping, With this work you can learn bookkeeping at home, within 100 hours' study, without the aid of a teacher. The best book of the kind published. Practical; up to date; written by an expert. Cloth; 293 pages; printed in red and black.	3.00	Color Printer, The standard work on color printing in America. By J. F. Earhart. Contains 166 colors, hues, tints and shades, produced by mixture of two colors with proportions printed below each. 137 pages of type matter; 90 color plates in two to twenty colors each; bound in cloth.	10.00
Haltigan's Pocket Manual of Ready Reference, Contains a Dictionary of Compound Words and much useful infor- mation for proofreaders, compositors, editors, etc. 5½ x 2½ inches; leather; indexed, 25 cents extra.	.50	Cost of Printing, By F. W. Baltes. Presents a system of accounting which has been in successful operation for ten years. Suitable for large or small offices. A safeguard against omissions, errors and losses. Its use makes it absolutely certain that no work can pass through the office	1.50
Library Catalogue and Index, A convenient book with spaces for 1,500 titles, in which can be entered	2.50	without being charged, and its actual cost in all details shown. Cloth; 74 pages.	
the numbers, names, authors and other particulars pertaining to all books in your possession. Contains a complete index, alphabetically arranged, in which are to be entered the names of books and the authors, with reference to the number of each book. Full instructions for use in each volume. Size, 8 x 8 inches; bound with leather back and corners, paper sides, regular library style.		De Montfort Press Specimens, A magnificently printed specimen book, 9 x 11 inches; bound in flexible cloth; containing 50 sheets of artistically executed samples of typographic art, color printing and engraving. Gives a variety of designs for ball programmes, invitations, business cards, letter-heads, menus and other classes of job work, printed in colors, and with an	1.10
The Manufacture of Ink, Comprising the raw materials and the preparation of writing, copying and hektograph inks, safety inks, ink extracts and powders, colored inks, solid inks, lithographic inks and crayons, printing ink, ink or	2.00	index giving description of each job, the colors used, and how obtained. Printed by Raithby, Lawrence & Co., Leicester, England. Designs and Suggestions for Job Work,	.50
aniline pencils, marking inks, ink specialties, sympathetic inks, stamp and stencil inks, wash blue, etc. Translated from the German of Sigmund Lehner, with additions by William T. Brannt. Illustrated; cloth; 230 pages.		A fifty-page pamphlet, 6 by 9 inches, giving 86 designs for job composition taken from <i>The British Printer</i> . Printed in browns, olives and greens; all of the designs shown being given in one color as suggestions or key forms for colored work or to be used separately.	.30
New Webster Dictionary, Complete Vest-Pocket Library, by E. E. Miles, based on Webster's International. Gives correct definition and pronunciation of 45,800 words, and contains a Pronouncing Gazetteer of the World, Complete Parliamentary Manual, Rapid Calculator and Compendium of Business and Social forms, Letter Writer and Literary Guide. 192	1 .60	Embossing Made Easy, By P. J. Lawlor. Contains instructions for embossing by the various methods applicable to ordinary job presses, for making dies from various materials readily obtained by every printer, also for etching dies on zinc.	1.00
pages; 5% x 2%; morocco, indexed, gold edges, 50 cents; extra morocco, indexed, with calendar, memorandum and stamp holder, gold edges, 60 cents.		Etiquette of Cards and Stationery, The average person is prone to forget the forms that usage demands should be observed in visiting cards, invitation cards, wedding announcements, death notices, etc. To be able to place in the hands	.50
Posters in Miniature, A collection of well-known posters, together with some portraits of the artists, with an introduction by Edward Penfield. A book of designs for poster collectors containing several hundred specimens of this class of art. Cloth.	1.50	of inquirers a neat code of rules answering all questions saves much time, and secures orders for work. "The Etiquette of Cards" fills all requirements of this nature. No printer doing society printing should neglect securing this convenient and handsome work, which also includes the sentiments of flowers and jewels. Cloth; 95 pages.	

PRINTING—Continued.	Price, Postpaid.	PRINTING—Continued.	Price,
Hints on Imposition, A handbook for printers, by T. B. Williams. This book is a thor oughly reliable guide to the imposition of book forms, and shows, in addition to the usual diagrams, the folds of the sheet for each form	n	Publishing for Profit, Has illustrated plans, diagrams and full practical working instruc- tions for arranging every department of a newspaper composing room.	\$0.5
with concise instructions which may be readily understood by the advanced printer or the apprentice. Several chapters, fully illustrated, are devoted to "making" the margins. 96 pages, 4 by inches; full leather; flexible.	e 6	Vest Pocket Manual of Printing. A full and concise explanation of all the technical points in the printing trade, for the use of the printer and his patrons. Vest pocket size; leather; round corners; 86 pages.	
Inland Printer Account Book, A simple, accurate and inexpensive method of job accounting that is in use by hundreds of prosperous printers. It shows cost of each job what should be charged for it, what profit should be made on it, what profit is made. Flat opening, 10½ by 14½ inches, substantially bound with leather back and corners; 400 pages, 2,000 jobs, \$5.00 200 pages, 1,000 jobs, \$3.50. Specimen page and descriptive circular on application.	s t v	White's Multit-Color Chart, Seventy-three specimens of papers of various colors and shades, on which are printed six colors of ink—black, yellow, red, blue, green and brown—colors most generally in use. Each page shows how each color of ink would look on that particular paper, and also how the various colors look in combination. PROCESS ENGRAVING.	n v
Invention of Printing	6.00	Photo-Engraving	2.00
A collection of facts and opinions descriptive of early prints and playing cards, the block books of the fifteenth century, the legend o Lourens Janszoon Coster, of Haarlem, and the work of John Guten berg and his associates. By Theo. L. De Vinne. 558 pages, uncut copiously illustrated.	i f -	Photo-Engraving, By H. Jenkins. Containing practical instructions for producing photo-engraved plates in relief-line and half-tone; with chapters on dry plate development and half-tone color work. Gives the latest practical developments in the art of making photo-engravings. No pains have been spared to make the work of utility, and all general- izing has been avoided. No theories are advanced. The instructions	
MacKellar's American Printer, This is a standard work and should be in the hands of all printers who desire to excel in their art. Contains practical directions for managing all departments of the printing office, and complete instruc-	r	have all been demonstrated by practical work in regular engraving establishments. Buckram; 140 pages. Photo-Engraving.	ζ.
tions for apprentices. It gives several useful tables, numerous schemes for imposing forms, hints to authors, etc. Revised and enlarged; cloth; 384 pages.	l	By Carl Schraubstadter, Jr., gives directions for producing engrav- ings in relief by modern methods, both in line and half-tone. Full instructions are given for the wet collodion process, printing on zinc, etching and coating the plate, and finishing and routing the block.	1
Magna Charta Bond Ads., The complete set of 148 designs submitted in the recent advertise ment competition of the Riverside Paper Company, in book form. This is a valuable work for the compositor, the apprentice, the adver- tiser or the writer of advertisements, as it gives many suggestions as to proper display. 160 pages.		Special chapters are devoted to equipment, mistakes of beginners, half-tone on zinc and copper, gelatin swell and gelatin washout methods, mezzotint etching, making and bleaching silver prints, printing directly on zinc without the use of a frame, protecting the lines by powdering four times, etc. Accurate formulas and directions are given for compounding all the preparations used.	
Modern Letterpress Designs, A collection of designs for job composition from the British Printer, similar in character to "Designs and Suggestions for Jobwork" shown above.	.60	Photo-Engraving, By W. T. Wilkinson, revised and enlarged by Edward L. Wilson, New York. A comprehensive and practical manual pertaining to photo-engraving, photo-etching and photo-lithography in line and half-tone; also collotype and heliotype. Cloth; 180 pages; illus-	3.00
Nichols' Perfect Order and Record Book, One of the most useful record books for offices of moderate size ever published. It serves both as order book and journal, no journalizing being necessary, making a short method of bookkeeping. Shows at		Photogravure. By Henry R. Blaney,	1.00
a glance whether orders are complete, what their cost is and if they have been posted. Once entered in this book, it is impossible to omit charging an order. 9 by 12 inches; capacity, 3,000 orders.		PROOFREADING.	
Ninety Ideas on Advertisement Composition, Ninety specimens submitted in an advertisement competition conducted by THE INLAND PRINTER. An interesting book for study and comparison, and one that will furnish valuable ideas to the composi-		Bigelow's Handbook of Punctuation, Gives full information regarding punctuation and other typographic matters for the use of printers and proofreaders. By Marshall T. Bigelow, Corrector at University Press. Cloth; 112 pages.	.60
tor or ad. writer; 96 pages. Paper Stock Estimating Simplified, The most useful book for users of paper ever published. It will aid	5.00	Compounding of English Words, When and why joining or separation is preferable, with concise rules and alphabetical lists, by F. Horace Teall. Cloth; 224 pages.	1.25
The most useful book for users of paper ever published. It will aid in making estimates quickly and accurately. It gives the cost of 1,000 sheets of paper at almost any weight and price per pound, and will aid in checking paper dealers' bills. No one buying, selling, or using paper should be without one. Printed in plain type, on ledger paper, bound in flexible leather, indexed on the side for ready reference, with memorandum pages on the left of each price page for the		English Compound Words and Phrases, A reference list with statement of principles and rules, by F. Horace Teall. This work was compiled from a list of common compounds selected by the author in preparing the Standard Dictionary. Cloth; 312 pages.	
ence, with memorandum pages of the left of each price page for the making of special prices of goods that you use exclusively, so that it will be a complete price list of paper for all purposes.		Pens and Types, A book of hints and helps for those who write, print, read, teach or	1.30
Pentateuch of Printing, Written with simplicity and profusely illustrated with portraits, specimens of early typography, and pictures of the printer's materials and processes is an admirable volume for every printer, or for those	2.50	learn, by Benjamin Drew. Contains chapters on writing for the press, proofreading, punctuation, orthography, capitalization and many other subjects that compositors and writers should know about. Cloth; 214 pages.	
entering upon the practice of the art. This great work has been re-		Punctuation. By W. J. Cocker,	.32
duced from the original price of \$4.50. Cloth, gilt top.		Punctuation, .	1.30
Presswork, A manual of practice for printing pressmen and pressroom apprentices, by Wm. J. Kelly. The only complete and authentic work on the subject ever published. Cloth; 96 pages.	1.50	By John Wilson. Designed for letter writers, authors, printers and correctors of the press, with an appendix containing rules on the use of capitals and list of abbreviations, hints on the preparation of copy and on proofreading, specimen of proof sheet, etc. Cloth; 334 pages.	

THE INLAND PRINTER COMPANY, with few exceptions, does not stock the books here listed. Books cannot therefore be sent on approval. A fair description is given to aid the purchaser in his choice. Cash must accompany all orders. Address

THE INLAND PRINTER COMPANY, 212-214 Monroe St., Chicago. 150 Nassau St., N. Y.

THE INLAND PRINTER **Vest Pocket Manual of Printing.**

A FULL AND CONCISE EXPLANATION OF ALL THE TECHNICAL POINTS IN THE PRINTING TRADE, FOR THE USE OF THE PRINTER AND HIS PATRONS.

TABLE OF CONTENTS.

Punctuation: The Comma, Semicolon, Colon, Period, Note of Interrogation, Exclamation Mark, Hyphen, Marks of Parenthesis, Dash, Apostrophe—Capitalization—Style: The Use and Non-use of Figures, Abbreviations, Italicizing, Quotations—Marked Proof—Corrected Proof—Proofreader's Marks—Make-up of a Book—Imposition and Sizes of Books—Sizes of the Untrimmed Leaf—Type Standard—Number of Words in a Square Inch—Relative Sizes of Type—Explanation of the Point System—Weight of Leads Required for any Work—Number of Leads to the Pound—To Print Consecutive Numbers—To Prevent Coated Paper from Peeling—Engraving and Illustrating—Definitions of the Principal Technical Terms Used in Fine Bookbinding—Relative Values of Bindings—Directions for Securing Copyright—Correct Sizes of Flat Writing Papers—Sizes of Ruled Paper—Regular Envelope Sizes—Standard Sizes of Newspapers—Leads for Newspapers—Convenient Vest Pocket Size.

Convenient Vest Pocket Size. Ratify Bound in Leather.** Round Corners. 86 Pages.** PRICE, 50 CENIS, POSIPAID.**

to each person interested in subscribing to the Eugene Field Monument Souvenir Fund. Subscriptions as low as \$1.00 will entitle the donor to this handsome volume (cloth bound, size \$x x1) as a souvenir certificate of sub-scription to the fund toward building a monument to the Beloved Poet of Childhood But for the neble contribution Field Monument Subscriptions as some safe of the saft of the safe of the safe

Address EUGENE FIELD MONUMENT SOUVENIR FOND,
412 Fort Dearborn Building, Chicago, Ill.
Bestion this journal, as advertisement is inserted as our contribution.

THE INLAND PRINTER BUSINESS DIRECTORY.

THE FIRMS ENUMERATED IN THIS DIRECTORY ARE RELIABLE AND ARE COMMENDED TO THE NOTICE OF ALL CONSUMERS OF PRINTERS' WARES AND MATERIALS.

Insertions in this Directory are charged \$7 per year for two lines; more than two lines, \$2 per additional line.

ADVERTISEMENT WRITERS.

Chatfield, C. F., 179 Front st., Owego, N.Y. Not Oswego. "If" and "Perhaps," both good booklets, free.

Ireland, H. I., 925 Chestnut st., Philadelphia. Designs and places advertising. Book for stamp.

ADVERTISING AGENCIES.

The Advertisers' Agency, E. St. Elmo Lewis, manager, Penn Mutual Building, Philadelphia. Designs, plans and conducts all kinds of newspaper, street car, magazine and special advertising. A copy of trade magazine sent free to advertisers. Send for inquiry sheet.

RINDERS' MACHINERY.

Fuller, E. C., & Co., 28 Reade street, New York. Stitching and folding machines, etc.

Hickok, W. O., Manufacturing Company, Harrisburg, Pa. Ruling machine outfits, binders' outfits, and bicyles for our customers.

BOOKBINDERS' SUPPLIES.

Griffin, H., & Sons, 75 Duane street, New York; also boxmakers' papers and furniture leathers.

Ingalis & Co., Castleton, N. Y. Binders' boards, album boards, trunk boards, etc.

Slade, Hipp & Meloy, 71-73 W. Monroe street, Chicago. Also, paper-box makers' supplies.

BRASS TYPE FOUNDERS.

American Type Founders' Co. See list of branches under Type Founders.

BRONZE POWDERS.

The Fuchs & Lang Mfg. Co., 29 Warren street, New York; 328 Dearborn street, Chicago.

BRONZING MACHINES.

The Fuchs & Lang Mfg. Co., 29 Warren street, New York; 328 Dearborn street, Chicago.

CARDS AND CARDBOARD.

Collins, A. M., Manufacturing Co., 527 Arch street, Philadelphia, Pa.

COPPER IN SHEETS FOR ENGRAVERS'

Hussey, C. G., & Co., 249 Fifth avenue, Pittsburg,

CYLINDER AND JOB PRESSES, CUTTING MACHINES, ETC.

James, George C., & Co., 126 Longworth street, Cincinnati, Ohio.

CYLINDER PRESS MANUFACTURERS.

American Type Founders' Co., sells Cottrell Country, Monarch and Paragon presses, and Campbell hand cylinder presses.

Babcock Printing Press Manufacturing Co., The, New London, Conn.; New York office, 9 and 10 Tribune building; Barnhart Bros. & Spindler, general western agents, Chicago.

Hoe, R., & Co., New York. Manufacturers of printing presses, electrotype machinery and printing materials.

ELECTROTYPERS AND MANUFACTURERS OF ELECTROTYPE MACHINERY.

The Lovejoy Company, 444 and 446 Pearl street, New York.

ELECTROTYPERS' AND PROCESS ENGRAVERS' WAX.

American Wax & Paper Mfg. Co., 199 Franklin street, New York. Superior to beeswax at one-third the cost.

ELECTROTYPERS AND STEREOTYPERS.

American Electrotyping Co., 300-304 Dearborn street, Chicago. Telephone, Harrison 71.

Blomgren Bros. & Co., 175 Monroe st., Chicago. Electrotypers, photo and wood engravers.

Bright's "Old Reliable" St. Louis Electrotype Foundry, 211 North Third street, St. Louis, Mo. Work in all branches.

Campbell & Blum Co., 132 Longworth st., Cincinnati, O. Every description of electrotyping.

Drach, Chas. A., Electrotype Co., corner Pine and Fourth sts. (old Globe-Democrat bldg.), St. Louis, Mo. Electrotypers and stereotypers.

Juergens Bros. Co., 148 to 154 Monroe street, Chicago. Also process engravers.

ELECTROTYPERS' AND STEREOTYPERS' MACHINERY.

Gibson Bros., 207 South Canal st., Chicago. Also printing press repairers.

EMBOSSING COMPOSITION.

Whiteson's Embossing Composition is the best. For sale everywhere. Accept no others.

EMBOSSING DIES.

Northwestern Stamp Works, St. Paul, Minn. Designs submitted, prices quoted, correspondence solicited.

ENGINES-GAS AND GASOLINE.

Charter Gas Engine Co., Box 629, Sterling, Ill. Send for testimonials from 17 States and Territories in the printers' line; also catalogue.

ENGRAVERS AND DIE SINKERS.

Ludwig, P., embossing dies for leather and paper. Artistic engravings. 15 S. Canal st., Chicago.

ENVELOPES.

Sewell-Clapp Mfg. Co., 210 S. Water st., Chicago. Regular or odd sizes, plain or printed. Est. 1875.

ETCHING ZINC.

Bruce & Cook, 186-190 Water st. and 248 Pearl st., New York. Pure etching zinc a specialty.

ETCHING ZINC AND COPPER.

The Fuchs & Lang Mfg. Co., 29 Warren street, New York; 328 Dearborn street, Chicago.

FOLDING MACHINES.

Brown Folding Machine Co., Erie, Pa. Write for circulars and information.

INK MANUFACTURERS.

Ault & Wiborg Co., The, Cincinnati, Chicago and St. Louis; Ault & Wiborg, New York.

Buffalo Printing Ink Works, Office and Factory, 10 to 20 Brace street, Buffalo, N. Y.

The Fuchs & Lang Mfg. Co., 29 Warren street, New York; 328 Dearborn street, Chicago.

Golding & Co., Boston, New York, Philadelphia and Chicago. "Owl" brand fine blacks and colors.

Morrill, Geo. H., & Co., 146 Congress st., Boston; 17 to 31 Vandewater st., New York; 347-343 Dearborn street, Chicago; E. J. Shattuck & Co., 520 Commercial st., San Francisco, Cal.

Queen City Printing Ink Co., The, Cincinnati and Chicago.

Robinson, C. E., & Bro. (Gray's Ferry Printing Ink Works). Manufacturers of printing inks, 196-198 South Clark street, Chicago.

Roosen, H. D., 31-33 S. Fifth st., Brooklyn, N. Y.; IOI Beekman st., New York; 34-36 W. Monroe st., Chicago, Ill.

Star Printing Ink Works. Carter & Barnard, 116 Monroe street, Chicago.

Thalmann Printing Ink Co., St. Louis, Chicago, Kansas City. Mirs. job, book and colored inks.

The Ullmann & Philpott Mfg. Co. Office and works, 89 to 95 Merwin st., Cleveland, Ohio.

INK MANUFACTURERS' MACHINERY.

Kent & Haly, 250 Plymouth st., Brooklyn, N. Y. All kinds of printing-ink-making machinery.

INK REDUCER.

Kirwan, E. F., & Co., Baltimore, Md. "Pressmen's Compound" is just what you need to get best results, especially on fine quality paper. Send for sample.

JOB PRINTING PRESSES.

American Type Founders' Co., general selling agents for Gally Universal presses.

Golding & Co., Boston, New York, Philadelphia, and Chicago. Golding Jobber and Peari presses, fastest, strongest and most quickly made ready.

Universal Printing Press, embossers' and paperbox cutting and creasing presses. General selling agents, American Type Founders' Co. Address nearest branch, as per list under head of Type Founders.

Wesel, F., Mfg. Co., 82 Fulton st., New York.

LITHOGRAPHERS' ROLLERS.

Griem, Henry, 298 Dearborn st., Chicago, importer and manufacturer of lithographers' rollers.

LITHOGRAPHERS' SUPPLIES.

The Fuchs & Lang Mig. Co., 29 Warren street, New York; 328 Dearborn street, Chicago.

LYE BRUSHES.

Adams' brushes outlast all others. J. J. Adams & Co., 130 Greenpoint avenue, Brooklyn, N. Y.

MACHINE KNIVES.

Coes, Loring, & Co., Worcester, Mass. Makers of all kinds of paper and machine knives. Best finish. Oldest firm in the country.

Simonds, A. A., & Son, Dayton, Ohio. Mfrs. of paper-cutter knives and machine knives.

White Co., The L. & I. J., Buffalo, N. Y. Mfrs. of paper-cutting knives; superior quality.

MAP MOUNTING AND COLORING.

Eger, Charles B., & Co., 218 Washington st., Chicago. Map, chart and show-card mounting.

MUSIC PRINTERS.

Meredith Music Printing Co., 318 Dearborn street, Chicago. Electrotyped music plates.

NEWSPAPER PERFECTING PRESSES AND SPECIAL ROTARY PRINTING MACHINERY.

Goss Printing Press Co., 335-351 Rebecca st., near cor. Ashland ave. and Sixteenth st., Chicago.

NUMBERING MACHINES.

Bates Machine Co., New York Life bldg., N. Y. New models; new prices; send for catalogue.

PAPER

Do you buy Cover Papers? Do you want the lowest prices and the largest line in the U. S. to choose from? Try lilinois Paper Co., Chicago.

PAPER-BOX MACHINERY.

American Type Founders' Co., general selling agents for Gally Universal paper-box cutting and creasing presses.

PAPER CUTTERS.

American Type Founders' Co. Cutters of all standard makes on sale at all branches.

THE INLAND PRINTER BUSINESS DIRECTORY-Continued.

PAPER CUTTERS.

Atlantic Works, The, East Boston, Massachusetts. The Dooley Paper Cutters.

Wesel, F., Mig. Co., 82 Fulton st., New York.

PAPER-CUTTER KNIVES.

Coes, Loring, & Co., Worcester, Mass. Makers of paper-cutter knives. Best temper, unequaled finish. Established 1830.

Simonds, A. A., & Son, Dayton, Ohio. Mfrs. of paper-cutter knives. Scientific tempering.

Simonds Mfg. Co., Chicago, make keen-cutting paper-knives. Established 1832. Long experience. Most modern tempering. Appliances in every department up to date.

PAPER DEALERS AND MAKERS.

Chicago Paper Co., 120 and 122 Franklin st., Chicago. Headquarters for printers' supplies.

Empire Paper Co., 177 Monroe st., Chicago. Envelopes, writing, book, print & manila papers.

Illinois Paper Co., 181 Monroe street, Chicago. Book, cover, document manifa papers, etc.

PAPER JOGGERS AND COUNTERS.

Hart, R. A., & Co., Battle Creek, Mich. Write

PHOTO-ENGRAVING.

Blomgren Bros. & Co., 175 Monroe street, Chicago. Photo, half-tone and wood engraving.

Coloritype Co., 32 and 34 La Fayette place, New York.

Illinois Engraving Co., 350 Dearborn st., Chicago. Engraving by all processes.

Maurice Joyce Engraving Co., 414 Eleventh street, N. W., Washington, D. C. Unexcelled half-tone and line engraving.

Pittsburg Photo-Engraving Co., 347 Fifth ave., Pittsburg, Pa. Half-tone, zinc etching, and designing.

Sanders Engraving Co., 314 North Broadway, St. Louis, Mo. Photo and half-tone engravers.

Zeese, A., & Co., half-tone engravers, zinc etchers, map and wood engravers, electrotypers, 300-306 Dearborn street, Chicago.

PHOTO-ENGRAVERS' ELECTRIC LAMPS.

Colt, J. B., & Co., 115-117 Nassau st., New York. Engravers' self-focusing arc electric lamps, scientific stereopticons, theater lamps, etc. Acknowledged the best.

PHOTO-ENGRAVERS AND ELECTROTYPERS.

Ringler, F. A., Co., 26 Park place, New York. Manufacturers of plates for all printing and embossing purposes.

PHOTO-ENGRAVERS' AND ELECTRO-TYPERS' MACHINERY.

Royle, John, & Sons, Essex and Straight streets, Paterson, N. J. Routing machines, routing cutters, saw tables, shoot planes, etc.

PHOTO-ENGRAVERS' SUPPLIES.

The Fuchs & Lang Mfg. Co., 29 Warren street, New York; 328 Dearborn street, Chicago.

PHOTOGRAVURE.

Stege, Edward A., 43 Franklin street, Chicago. Views, fine illustrations and commercial work.

PRINTERS' MACHINISTS.

Philippi, O., & Co., Boyce bldg., Chicago. Expert linotype repairers.

PRINTERS' MATERIALS.

American Type Founders' Co. "Everything for the printer."

Hamilton Míg. Co., Two Rivers, Wis. Mírs. of "New Departure" cases, stands, cabinets and all printers' wood goods.

Morgans & Wilcox Mig. Co., Middletown, N. Y. Frinters' woodwork of all kinds—cabinets, cases, wood type, patent steel furniture, etc. Dealers in metal type and machinery.

Rowell, Robert, Third avenue and Market st., Louisville, Ky. Outfits furnished complete.

Simons, S., & Co., 13-27 N. Elizabeth st., Chicago. Make cabinets, cases, galleys, and everything of wood used in a printing office. Make bookbinders' boards and engravers' wood. Send for our illustrated catalogue.

Wells, Heber, 157 William street, New York. "Strong slat" cases, cabinets and stands.

Wesel, F., Mfg. Co., 82 Fulton street, New York. Manufacturers of patent stereotype blocks, patent composing sticks, brass and steel rule, galleys, etc.

PRINTERS' ROLLERS AND ROLLER COMPOSITION.

Andrew van Bibber & Co., Sixth and Vine sts., Cincinnati, Ohio.

Bendernagel & Co., 521 Minor st., Philadelphia. Gelatin and lithographers' rollers.

Bingham Brothers Company, 49-51 Rose street, New York. Also padding glues.

Cashman & Sherry, 84 S. Market street, Chicago. Mfrs. printers' rollers and tablet composition.

Godfrey & Co., printers' rollers and roller composition, Philadelphia, Pa. Established 1865.

Grayburn, John, 525 First avenue, Pittsburg, Pa. Established 1871. Try our padding glue.

PRINTERS' ROLLERS AND ROLLER COMPOSITION.

Hart & Zugelder, 117 North Water st., Rochester, N. Y. Padding glue.

Ramsay, A. R., Agent, 625 Filbert street, Philadelphia, Pa. "Perfection" non-shrinkable printers' rollers, roller composition, bookbinders' flexible glue, oilcloth varnish rollers, felt rollers, hektograph composition, etc. Successor to Birchard & Ramsay.

Wild & Stevens, 148 Congress street, Boston, Mass. Improved Standard and Anglo-American compositions.

STEAM ENGINES.

Richmond Bros., St. Johns, Mich. Mfrs. special printing office engines. Circulars free.

STEEL RULE.

J. F. Helmold & Bro., 32 South Jefferson street, Chicago. Printers' and boxmakers' cutting, creasing and perforating rule.

TYPE FOUNDERS.

American Type Founders' Co., sole makers in United States of copper alloy type, self-spacing type, music type, Greek type. Greatest output, completest selection, most original designs. For sale at following branches:

output, Compietest selection, most of resigns. For sale at following branches Boston, 150 Congress at. New York, Rose and Duane sts. Philadelphia, 606-614 Sansom st. Baltimore, Frederick and Water sts. Buffalo, 45 North Division st. Pittsburg, 323 Third ave. Cleveland, 239 St. Clair st. Cincinnati, 7 Longworth st. Chicago, 139-14 Monroe st. Milwaukee, 89 Huron st. St. Louis, Fourth and Elm sts. Minneapolis, 24-26 First st., South. Kansas City, 612 Delaware st. Denver, 1616 Blake st. Portland, Second and Stark sts. Los Angeles, 211 New High st. San Francisco, 405 Sansome st.

Munson, V. B., successor to Geo. Bruce's Son & Co., 13 Chambers street, New York.

Hansen, H. C., type founder and printers' supplies, 24-26 Hawley street, Boston, Mass.

Inland Type Foundry, 217-219 Pine st., St. Louis, Mo. Inventors of standard line type.

Mather Mfg. Co., proprietors Keystone Type Foundry, 734-40 Sansom st., Philadelphia, Fa.

Newton Copper-faced Type Co., 14 Frankfort st., N. Y. Estimating, deduct spaces and quads.

Pacific States Type Foundry, San Francisco Cal. All printers' supplies.

TYPESETTING MACHINES.

Thorne Typesetting Machine Co., 34 Park Row, New York; 139 Monroe st., Chicago.

Mergenthaler Linotype Co., Tribune bldg., New York. P. T. Dodge, Prest. 5,000 in daily use.

WOOD TYPE.

American Type Founders' Co., carry in stock most complete stock of wood type in the world.

American Wood Type Co., South Windham, Conn. Send for catalogue.

Hamilton Mig. Co., Two Rivers, Wis. Manufacturers of wood type, borders, ornaments, wood rule, etc.

Morgans & Wilcox Mig. Co., Middletown, N. Y. Wood type unexcelled for finish. Wood rule, borders, reglet, furniture, and all wood goods.

Wells, Heber, 157 William street, New York. New specimen book of beautiful faces.

EARHART'S "The Harmonizer"

It will be 5 x 7½ inches in size, will contain 248 pages, handsomely bound in cloth, with title stamped in two colors. It will contain an average of 8 pages each of about 30 different tints, colors and shades of paper, each page showing a different color effect, over one-half of which will be in two colors and the balance in one color. All the effects shown will be the best that can be produced on the different tints and colors of stock used. In addition to the two-color combinations shown, there will be tables giving from 10 to 50 others, for each different tint of paper. At the bottom of each combination will be given a list of colors, any one of which, if used with the two shown, will produce harmony. Printers are well aware of the fact that there is today a greater demand for all kinds of colored paper than ever before. This demand has been steadily growing for many years, until today colored stock is used for nearly every purpose for which white stock is used. In printing on colored stock all printers experience more or less trouble in selecting an ink that will produce a harmonious and pleasing effect. A great deal of valuable time is wasted in trying inks of different colors before one is found that will produce a good effect. Under these conditions it often takes more than double the time necessary to turn out a satisfactory job. "The Harmonizer" will completely overcome this difficulty.

It will be of great value to every printer who prints on tinted or colored stock, it matters not how great his experience or how large or small his concern may be. The different pages will be printed with 12 original and 24 mixed colors, which will be shown in the front part of the book, printed on white plate paper, with all the necessary explanatory matter. With this book before him, the printer will never be at a loss as to what ink he should use to produce the best effect on any tinted or colored

book showing a great variety of harmonious effects produced by printing colored inks on colored papers. * * * * * * * * * *

\$3.50 per Copy.

Owing to the increasing demand for this work, the price will soon be advanced.

THE INLAND PRINTER COMPANY, 212 Monroe Street, Chicago, or 150 Nassau Street, New York,

Byron Weston Co's



Linen Ledger and Record Paper

Has no superior. Why not use it?

--- Our Selling Agents in Chicago are

Bradner Smith & Co.

Mills at Dalton, Mass.

INDEX TO ADVERTISEMENTS.

Advertisers' Agency	416	Gane Brothers & Co
Advertising World	416	Godfrey & Co
American Steel and Copper Plate Co	417	Goes Lithographing Co
American Type Founders' Co390, 398, 399,		Golding & Co
401, 404, 406, 413, 415, 418, 419, 11	isert	Good Health
Anthony, E. & H. T., & Co	400	Grand Rapids Engraving Co
Arabol Manufacturing Co	396	Great Northern R'y
Art Student, The	413	Griffin, H., & Sons
Ault & Wiborg Co., TheIn	sert	
		Hamilton Manufacturing Co.
Daharah Daintina Dansa Manufastusina Co		Harris Automatic Press Co.
Babcock Printing Press Manufacturing Co	395	Hellmuth Charles
Benedict, Geo. H., & Co	411	Hellmuth, Charles Hickok, W. O., Manufacturi
Binner Engraving Co	273	Hoe, R., & Co
Blomgren Bros. & Co	403	Hoke Engraving Plate Co
Book List	420	Hoyt Metal Co
Brains Publishing Co	419	Troyt Metal Co
British Printer, The	413	Illinois Paper Co
Bronson Printers' Mchy. and Warehouse Co.	392	Imperial Engraving Co
Brown Folding Machine Co	394	Interior Conduit & Insulation
Brown, L. L., Paper Co	412	Ironsides, Charles N
Buffalo Printing Ink Works	401	Honsides, Charles N
Bullock Electric Manufacturing Co	413	Townsolve Done & Dr. Cohuse
Business Directory	422	Jaenecke Bros. & Fr. Schnee
Butler, J. W., Paper Co	261	Juergens Bros. Co
		27 A A
Campbell Printing Press & Mfg. Co262 to	260	Kantor, A. A
Cantral Paper Co	404	Keith Paper Co
Central Paper Co	287	Kidder Press Manufacturing
		Koenig, A. W., & Co
Chambers Brothers Co	292 267	Krause, Karl
Chandler & Price Co		
Chicago, Milwaukee & St. Paul R'y	419	Latham Machinery Co
Chicago Paper Co	270	Levey, Fred'k H., Co
Child Acme Cutter & Press Co	404	Lovejoy Co
Coes, Loring, & Co	269	Lloyd, George E., & Co
Cottrell, C. B., & Sons Co	391	
Cramer, G., Dry Plate Works	292	Manz I & Co
Crutsinger, C. W	416	Manz, J., & Co Megill, Edward L
		Mergenthaler Linotype Co
Dexter Folder Co	415	Miehle Printing Press & Mfg.
Dick, Rev. Robert, Estate	418	Minneapolis Clipping Bureau
	390	Morgans-Wilcox Mfg. Co
	-	Moses, Lionel
Eastern Brass Type Foundry	4000	Moses, Lioner
Electric City Engraving Co	417	
	290	National Correspondence Ins
	415	New Champion Press Co
Electro-Tint Engraving Co	405	Newton Copper Type Co
Emmerich & Vonderlehr	396	
Eugene Field Monument Souvenir Fund	42I	O'Bannon, The J. W., Co
		Okie, F. E., Co
Foos Gas Engine Co	200	Olds Gasoline Engine Works
	390 268	Osgood Art Colortype Co
Franklin Engraving & Electrotyping Co		Oswego Machine Works
Freund, William, & Sons	404	Otto Gas Engine Works
Fuller, E. C., & Co	408 I	Otto Gas Engine Works

	AUE		PAG
e Brothers & Co	417	Paper Mills' Co	2
frey & Co	417	Patterson & White	4
s Lithographing Co	278	Parsons Paper Co	4
ding & Co274		Photo-Chromotype Engraving Co	4
d Health	271	Printer and Bookmaker, The	4
nd Rapids Engraving Co	289	Printers Ink Jonson	2
at Northern R'y	400	Profitable Advertising	4
fin, H., & Sons	417	Prouty, George W., Co	4
nilton Manufacturing Co	291	Queen City Printing Ink Co., The	40
ris Automatic Press Co	266		-
muth, Charles	271	Riverside Paper Co	28
kok, W. O., Manufacturing Co	416	Rockford Folder Co	41
, R., & Co	sert	Rosback, F. P.	4
e Engraving Plate Co		Rowe, James	2/
t Metal Co	393	Royle, John, & Sons	28
ois Paper Co	415		
erial Engraving Co	277	Sanders Engraving Co	27
rior Conduit & Insulation Co	394	Shniedewend, Paul, & Co	20
sides, Charles N	416	Scientific American	41
,		Seybold Machine Co280	28
ecke Bros. & Fr. SchneemannIn:	sert	Sheridan, T. W. & C. B	40
gens Bros. Co	401	Shepard, C. Sydney, & Co	41
	4	Shepard, The Henry O., Co	WA
tor, A. A	390	Slade, Hipp & Meloy	41
h Paper Co	270	Standard Machinery Co	27
ler Press Manufacturing Co	288	St. Louis Photo-Engraving Co	39
	390	Straeffer & Siedenburg	41
	406	Sturtevant, Charles L	39
am Machinery Co	402		
	396	Thorne Typesetting Machine Co	27
		Typo Mercantile Agency	39
	417		
a, deoige 15, te co	393	Union Card & Paper Co	39
z, J., & Co	397		
	418	Van Allens & Boughton	41
	284		
le Printing Press & Mfg. CoCo		Walldorf, H. W	41
	390	Want Advertisements	38
	406	Weld & Sturtevant	41
	390	Wells, Heber	40
L. Control of the Con	0,	Wesel, F., Mfg. Co	28
onal Correspondence Institute	417	Weston, Byron, Co	42
	406	Wetter, Joseph, & Co	270
	276	White, James, & Co	404
on copper type commitment in the contract of the copper type commitment in the copper type contract of the copper	-10		270
The Y W Co		Whiting Paper Co	400
nnon, The J. W., Co	417	Whitlock Machine Co	279
Casalina Franka Warks	ert	Williamson-Haffner Engraving Co	417
od Art Colortype CoIns	ert	Wisconsin Central Lines	395
go Machine Works	287		
Gas Engine Works	396	Zeese, A., & Co	282



The "Century" Jubilee.

Our full line of "Century" presses has been complete and on the market but a little over one year and 228 are in use today.

In these pages we present a record never before equaled by any other press.

The "Century's" best predecessors were years in attaining a sale and popularity which it has reached in a few months. Its adoption has been resisted by the combined and persistent efforts of its competitors, but despite opposition it has made such strides as to warrant their deepest concern.

For the "Century" we claim only one thing:

It is a new type of press of but recent invention and is a vast improvement in all respects over other existing machines. It can be run at a profit where others fail to meet the costs of operation.

We ask an opportunity to demonstrate this.

If you will write us, we can present to your attention facts that it will cost you nothing to learn but which may save you many dollars.

THE CAMPBELL COMPANY,

334 Dearborn St., Chicago. 5 Madison Ave., New York. 5 Bridewell Place, London, E. C.



R. R. Donnelley & Sons Co., Chicago.



R. R. Donnelley & Sons Co., Chicago.



R. R. Donnelley & Sons Co., Chicago.



R. R. Donnelley & Sons Co., Chicago.



Campbell-Priebe Co., Chicago.



Kehm, Fletsch & Miller, Chicago.



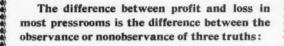
Kehm, Fletsch & Miller, Chicago.

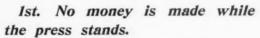


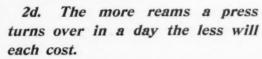
Kehm, Fletsch & Miller, Chicago.

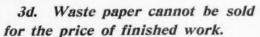


Blakely Printing Co., Chicago.











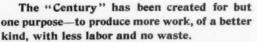
Blakely Printing Co.,

Smith-Brooks Printing Co., Denver, Colo.



George Gregory, Chicago.

Mize & Stearns, Chicago.



If it has accomplished this, you cannot afford to be blind to its value.

Lessessessessessessessessessessessesses



Regensburg & Seckbach, Chicago.



Robert Grainger, Chicago.



Eden Publishing Co., St. Louis, Mo.



Eden Publishing Co., St. Louis, Mo.



Eden Publishing Co., St. Louis, Mo.



Hull & Grenner, St. Louis, Mo.



Great Western Printing Co., St. Louis, Mo.



Hogan Printing Co.,



Lon Hardman, St. Joseph, Mo.

THE "CENTURY" JUBILEE.



W. G. Johnston & Co., Pittsburg, Pa.



W. G. Johnston & Co., Pittsburg, Pa.



Joseph Eichbaum, Pittsburg, Pa.



Joseph Eichbaum, Pittsburg, Pa.



Rawsthorne Printing Co., Pittsburg, Pa.



Foster, Dick & Co., Pittsburg, Pa.



Foster, Dick & Co., Pittsburg, Pa.



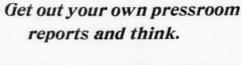
Foster, Dick & Co., Pittsburg, Pa.

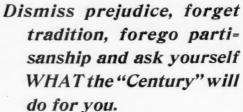


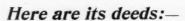
Rawsthorne Printing Co., Pittsburg, Pa.



E. A. Fricke, Philadelphia, Pa.









Duncan & Co., Pittsburg, Pa.



Guarantee Printing Co., Philadelphia, Pa.



Adam Deist, Philadelphia, Pa.



Wm. Mann Co., Philadelphia, Pa.



Wm. Mann Co., Philadelphia, Pa.



Philadelphia, Pa.



Wm. Mann Co., Philadelphia, Pa.



Longaker-Prentice Co., Philadelphia, Pa.





Thomson Printing Co., Philadelphia, Pa.



Quaker City Label Works, Philadelphia, Pa.



C. B. Hayward, Joliet, III.



Democrat, Ottumwa, Iowa.

The "Century" as a Producer:-



The Franklin Printing Co.



The Franklin Printing Co.



The Franklin Printing Co.



The Franklin Printing Co.

Office of FRANKLIN PRINTING CO., Philadelphia.

RECORD ON REGULAR WORK:

No. 0 four-roller "Century," bed 43 x 56 inches; letterpress form; sheet 37 x 56 inches; 425,371 impressions printed in 307 hours; average, 13,850 per day.



C. J. Krehbiel & Co.



C. J. Krehbiel & Co.



C. J. Krehbiel & Co.

Office of C. J. KREHBIEL & CO., Cincinnati, Ohio.

RECORD ON REGULAR WORK:

No. 00 four-roller "Century," bed 45 x 62 inches; one color label form; sheet 23 x 54 inches; 87,700 impressions printed in 58 hours; average, 15,120 per day.





Murdoch, Kerr & Co.



Office of MURDOCH, KERR & CO., Pittsburg, Pa.

RECORD ON REGULAR WORK:

No. 00 four-roller "Century," bed 45 x 62 inches; letterpress type form; sheet $37\frac{1}{2}$ x 54 inches; 41,260 impressions printed in 24 hours and 15 minutes; average, 17,010 per day.

Can you afford to overlook such results? Other presses cannot produce them.

THE "CENTURY" JUBILEE.



W. S. Ray, State Printer, Harrisburg, Pa.



W. S. Ray, State Printer Harrisburg, Pa.



W. S. Ray, State Printer, Harrisburg, Pa.



W. S. Ray, State Printer, Harrisburg, Pa.



The Colliery Engineer, Scranton, Pa.



The Colliery Engineer, Scranton, Pa.



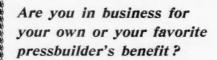
The Colliery Engineer, Scranton, Ps.



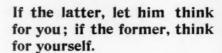
Scranton Republican, Scranton, Pa.



T. 4. Myers & Co., York, Pa.



¥*****************************



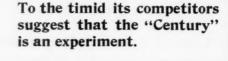


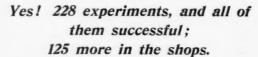
Report Pub. Co., Lebanon, Pa.

Item Pub. Co., Pittston, Pa.



T. A. Myers & Co., York, Pa.







The Gazette Co., Altoona, Pa.



T. A. Myers & Co., York, Pa.



G. A. Forbes, York, Pa.



Keystone Printing Co., Lock Haven, Pa.



J. G. Schaff's Sons, Chambersburg, Pa.



Village Record, Westchester, Pa.



Geo. F. Swank, Johnstown, Pa.



Geo. E. Park, Libonia, Pa.



Smith Printing Co., Reedsville, Pa.



Ashby & Vincent, Erie, Pa.



Manirs.' & Pub. Printing Co., New York.



Manfrs.' & Pub. Printing Co., New York.



Lotus Press, New York.



Lotus Press, New York.



Kay Printing Co., New York.



J. J. Little & Co., New York.



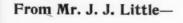
J. J. Little & Co., New York.



H. H. Trapp, New York.



Michael & Co., New York.



J. J. LITTLE & CO., New York.

¥****************





Gentlemen,—In reply to your inquiry, we beg to say that the two No. 00 "Century" presses bought from you in May last have given us satisfaction.

Lecessessessessessessessessesses

Yours sincerely,

J. J. LITTLE & CO.



Dry Goods Economist,

New York.

L. Middleditch, New York.



Gray Bros., New York.

G. R. Little, New York.

Comment unnecessary.



Meyer Bros., New York.



M. J. Roth, New York.



Robert Gair, Brooklyn.



Robert Gair, Brooklyn.



Woreth Bros., Brooklyn.



F. Weidner & Co., Brooklyn.



Long Island Star Pub. Co., Greater New York.



Staten Island Pub. Co., Greater New York.



Rees Printing Co., Omaha, Nob.

THE "CENTURY" JUBILEE.



Wynkoop-Hallenbeck-Crawford Co., New York.



Wynkoop-Hallenbeck-Crawford Co., New York.



Wynkoop-Hallenbeck-Crawford Co. New York.



Wynkoop-Hallenbeck-Crawford Co. New York.



H. Guggenhelmer, New York.



H. Guggenheimer, New York.



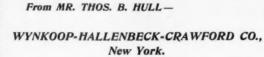
Nicoll & Roy, New York.



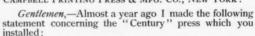
Nicoll & Roy, New York.



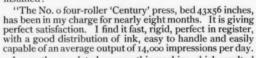
Wiathrop Press, New York.



December 15, 1897. CAMPBELL PRINTING PRESS & MFG. Co., NEW YORK:



x+++++++++++++++++++++++++++++++++++



I recently completed a run on this machine which resulted in an actual output of 16,750 impressions per day of ten hours each.

So far as my experience goes the 'Century' has exceeded the claims made for it by you when we purchased it.''

It gives me great pleasure now to reiterate that statement and to say in addition that after continuous operation of over a year and a half at high speed, the press has produced results even beyond my most sanguine expectations.

Very truly yours,

THOS. B. HULL.

- There is no higher authority.



American Lithograph Co., New York.



American Lithograph Co., New York.



American Lithograph Co.. New York.



Winthrop Press, New York.



Chasmar-Winchell Press, New York.



New York.



Alliance Press, So. Nyack, N. Y.

New York.



Alliance Press, So. Nyack, N. Y.



Howard Lockwood Press, New York.



Bartlett & Co., New York.



Trow Directory Ptg. and Bdg. Co., New York.



Teachers' Improvement Society, Dansville, N. Y.



Teachers' Improvement Society, Dansville, N. Y.



Teachers' Improvement Society, Dansville, N. Y.



C. E. Northrup, Buffalo, N. Y.



Graser Bros., Buffalo, N. Y.



Ben-Franklin Press, New York.

MR. JAMES STEWART-



Ben-Franklin Press, New York.



Farmer Publishing Co., Cooperstown, N. Y.



Kingston Freeman, Rondout, N. Y.



December 20, 1897.

CAMPBELL PRINTING PRESS & MFG. Co., New York:

Gentlemen,—The two "Century" presses No. 00, 45 x 62 inch bed, which I am operating not only do all but more than you have claimed for them. They run constantly at a speed of 1,800 to 1,900 per hour—sheet 40 x 60—and each machine averages per dayten forms of sixty-four pages, 1,000 copies to each form; in other words, I get 10,000 sheets, 40 x 60, per day and change the forms for every 1,000 impressions, and this without difficulty.

On all-day runs I can average, upon the largest paper, 16,000 to 17,000 impressions.

17,000 impressions.

I can only add that for every dollar of net profit which my other machines earn, the "Century" earns me three dollars; in other words, with one "Century" I can earn above operating and all other expenses as much as with three of any of my other two-revolution presses.

Continued use of the machines has only strengthened my belief in their efficiency, and I will also state that when we moved into our new quarters the machines were taken down and I personally examined and found no evidence of wear whatsoever, although they had been running daily for some time at these unprecedented speeds.

Yours truly,

THE BEN-FRANKLIN PRESS,
JAMES STEWART.

-An expert on high speeds.



Kingston Freeman, Rondout, N. Y.



Priest & Benjamin, Ithaca, N. Y.



Chronicle Publishing Co., Binghamton, N. Y.



Priest & Benjamin,

Ithaca, N. Y.

W. G. Spinning, Rochester, N. Y.



C. P. Brate, Albany, N. Y.



R. J. Oliphant, Oswego, N. Y.

F. K. Williams & Co., Springfield, Mass.



Ernest Hart, Rochester, N. Y.



Standard Printing Co., Westfield, N. J.



John L. Murphy, Trenton, N. J.



Warner Bros., Bridgeport, Conn.



O. A. Dorman, New Haven, Conn.

THE "CENTURY" JUBILEE.



Lounsbery, Nichols & Worth, Boston, Mass.



Lounsbery, Nichols & Worth, Boston, Mass.



B. Wilkins & Co., Boston, Mass.



Curtiss & Bradley, New Haven, Conn.



Wayside Press, Springfield, Mass.



Wayside Press, Springfield, Mass.



Wayside Press, Springfield, Mass.



Taylor & Taylor, Richmond, Va.



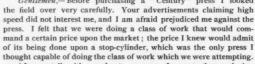
Hasker & Marcuse, Richmond, Va.

YOU KNOW BRADLEY-

WAYSIDE PRESS, Springfield, Mass.

October 2, 1897.

THE CAMPBELL PRINTING PRESS & MFG. Co.: Gentlemen,-Before purchasing a "Century" press I looked



After my talk with you about a year ago, I came to the conclusion that if your press would do my work, at any speed I saw fit to run at, and do the work in a perfectly satisfactory manner, then it must be an economical press to own, and upon your positive guarantee that it would do this I put one in.

It has done everything you have claimed for it, is very handy to get at, and the forms that are put upon it are made ready very quickly. We have run it at various speeds, the product seemingly being only limited by the ability of the feeder.

We recently ran a large form of close-register color work at a speed of 2,200 per hour, with the greatest satisfaction.

I am glad to say we are perfectly satisfied.

WILL BRADLEY.



American Label Co.,

Baltimore, Md.

John D. Lucas Printing Co., Baltimore, Md.

-HE'S AN ARTIST.



American Label Co... Baltimore, Md.



Young & Selden, Baltimore, Md.



A. W. Hyatt, Stat. and Mfg. Co., New Orleans, La.



(Two added since.)

Jas. Buckley & Co., New Orleans, La.



Clarke & Courts.



J. W. Burke, Macon, Ga.



Selma Printing Co., Selma, Ala.



Bradley & Gilbert Co., Louisville, Ky.



Courier-Journal Job Printing Co., Louisville, Ky.



The Washingtonian Co. Washington, D. C.



Forman-Bassett-Hatch Co., Cleveland, Ohio.





Forman-Bassett-Hatch Co., Cleveland, Ohio.



F. W. Roberts & Co., Cleveland, Ohio.



Munhall Bros., Cleveland, Ohio.



W. E. Kneale, Cleveland, Ohio.



Mount & Co., Cleveland, Ohio.



Britton Printing Co., Cleveland, Ohio.



German Publishing House, Cleveland, Ohio.



Thomas & Matill, Cleveland, Ohio.

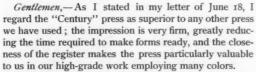




The Chasmar-Winchell Press. New York.

December 18, 1897.

THE CAMPBELL COMPANY:



In running very large editions the plates show no appreciable wear, their life being increased at least fifty per cent, and the pressroom reports show that this machine on the highest grade work yields a much greater output than any of our other presses and with better results.

The results we obtained at the American Institute Fair this year fairly astonished me; I had never supposed any press to be capable of producing such results as your "Century" did at the marvelous speeds run.

Yours sincerely,

A. E. CHASMAR.

-An Unquestioned authority on half-tone work. n 1



Thomas & Matill, Cleveland, Ohio.



Stewart Printing Co., Cincinnati, Ohio.



Webb Stat. and Ptg. Co. Cincinnati, Ohio.



Art Printing Co., Cincinnati, Ohio.

Diem & Wing, Cincinnati, Ohio.



Sullivan Printing Co., Cincinnati, Ohio.



Giele & Pflaum, Dayton, Ohio.



Berold, Goetzel & Lackland, Cincinnati, Ohio.





Kinnard Mfg. Co., Dayton, Ohio.



The Westbote Co., Columbus, Ohio.



United Brethren Pub. House, Dayton, Ohio.



Lutheran Publishing House, Columbus, Ohio.



United Brethren Pub. House, Dayton, Ohio.

THE "CENTURY" JUBILEE.



Paimer & Morris, East Liverpool, Ohio.



The Democrat, Hamilton, Ohio.



A. I. Root, Medina, Ohio.



The Werner Co., Akron, Ohio.



The Commercial Printing Co., Akron, Ohio.



D. C. & W. C. Wilson, Elgin, III.



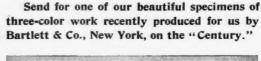
H. S. Hill Printing Co., Peorla, III.



E. Hine & Bros., Peoria, III.



E. L. Lampson, Jefferson, Ohio.





No other press prints at once so fast and



Indianapolis Printing Co., Indianapolis, Ind.



C. B. Hibbard, South Bend, Ind.



Louis Hausmann, Kenosha, Wis



Central Printing Co., Muncie, Ind.

Keller Printing Co., Evansville, Ind.



Nelson, Baker & Co., Detroit, Mich.



Detroit White Lead Works, Detroit, Mich.



McGill Printing Co., St. Paul, Minn.



Herald Printing Co., Chippewa Falls, Wis.

Bay State Box Co., Webster, Mass.



Lawton & Burnap, Kansas City, Mo.



Woody Printing Co., Kansas City, Mo.



Lechtman Printing Co., Kansas City, Mo.



Sterett Printing Co., San Francisco, Cal.



Bennalleck Litho. Ptg. Co., Montreal, Can.



Morton, Phillips & Co., Montreal, Can.



The Perrault Co., Montreal, Can.



L. Jos. Tarte & Frere. Montreal, Can.



John Lovell & Sons. Montreal, Can.



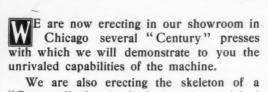
H. Chasse, Quebec, Can.

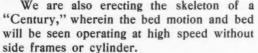


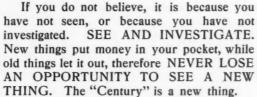
E. R. Smith & Son, St. Johns, Can.

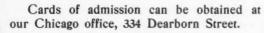


Ottawa Times Printing Co., Ottawa, Can.







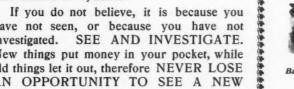




Toronto Litho. Co., Toronto, Can.



C. E. Roberts, London.

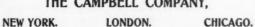






Sir Joseph Causton & Sons,

THE CAMPBELL COMPANY,





A. E. Gonzales, Columbia, S. C.



Sir Joseph Causton & Sons,



Perrin & Smith, St. Louis, Mo.



Thos. W. Burr, Bangor, Me.



Horton Printing Co., Meriden, Conn.



Sir Joseph Causton & Sons,



Perria & Smith, St. Louis, Mo.



The Telegram Co., Youngstown, Ohio.



F. Stearns & Co., Detroit, Mich.



Pittsburg Wins!

Contest No. 3.

LETTERPRESS TYPE FORM. WEIGHT, 412 LBS.

Printed on a No. 00 Four-Roller "Century" Press; bed, 45×62 inches.

Size of sheet, $37\frac{1}{2} \times 54$.

Pounds to ream of above size, 110.

Type used.

Entire time consumed in make-ready, 21/2 hours.

Feeder put up all lifts.

Actual running speed of press throughout, 1,920 per hour.

Total number of impressions printed, 41,260.

Number of hours and minutes run from the time press started until form was off the press, including all stops, such as washing up, putting up paper, etc., incidental to regular work, 24 hours and 15 minutes.

Average number of impressions per hour, 1,701, or a total of 17,010 impressions per day.

This record was sworn to before a Notary Public and countersigned by Murdoch, Kerr & Co.

REPORT OF THE JUDGES.

Campbell Printing Press & Mfg. Co., 5 Madison Avenue, City:

Gentlemen,—I am confident that the other judges in this Tournament, Mr. Woodward of St. Louis, and Mr. Earhart of Cincinnati, will agree with me in the opinion that the prizes in Contest No. 3 should be awarded to Mr. R. R. Donaldson, pressman, and Mr. H. Bingler, feeder.

Yours very truly, LOUIS H. ORR.

Campbell Printing Press & Mig. Co., New York:

December 11, 1897.

Gentlemen.—I am of the opinion that R. R. Donaldson, pressman, and H. Bingler, feeder, should be awarded the prize in the Tournament of the "Century" Competition No. 3. The record speaks well for the "Century" as "a flier" and is the best run under 50,000 yet reported.

Very truly, C. B. WOODWARD.

Campbell Printing Press & Mig. Co., New York:

December 16, 1897.

Gentlemen,—I favor awarding the prize in Contest No. 3 to R. R. Donaldson, pressman, and H. Bingler, feeder, with Murdoch, Kerr & Co., Pittsburg, Pa.

Yours very truly,

JOHN F. EARHART.

Contest No. 4 is now under way. It closes January 31, 1898. Awards, \$60 and \$40.

Each and every "Century" press, whether located in great cities like New York or Chicago or in a small suburban town, is capable of these results. Printers by encouraging their pressmen and feeders to enter this Tournament will encourage them to obtain these results, which mean increased product from their pressrooms

Contest No. 5 begins February 1. Closes March 31, 1898. Awards, \$60 and \$40.

Final contest begins April 1. Closes May 31, 1898. Awards, \$600 to pressman, \$400 to feeder.

Contest No. 1, won by Messrs. Kritser and Stuckert, in the office of the Franklin Printing Co., Philadelphia, Pa. Record: 425,371 impressions printed in 307 hours. Average per hour, 1,385, or 13,850 per day.

Contest No. 2, won by Messrs. Krehbiel and Krusemeier, in the office of Krehbiel & Co., Cincinnati, Ohio. Record: 87,700 impressions printed in 58 hours. Average per hour, 1,512, or a total of 15,120 impressions per day.

The Winners.



R. R. DONALDSON, Pressman.

Robert R. Donaldson, the subject of this sketch, was born in Glasgow, Scotland, in the year 1852. He emigrated to this country in 1871, where he has ever since resided. He was employed for a time by Bakewell & Marthens; was associated for a few years with Dickson, McKilip & Co., printers; then employed by Mills & Bro., which him was changed to Murdoch, Kerr & Co. in 1882. He then became foreman of their pressroom, and has remained in that capacity ever since. He is not only a skilled pressman, but has a thorough knowledge of machinery in general, and has given pointers to pressmakers in the construction of their machinery.



H. BINGLER, Feeder.

Herman Bingler, who has so signally shown his efficiency as a purveyor of paper for the insatiable appetite of the new "Century," is a native of Pittsburg, where he was born July 11, 1878. He first came in contact with the "art preservative" in 1892 in the office of Murdoch, Kerr & Co. He was soon promoted from general utility boy to feeder. Leaving Murdoch, Kerr & Co., for about ten months he was employed by the Pittsburg Printing Co. Since May, 1896, he has been with his first love. He wears his honors with the modesty of one who is conscious of reserve power, and confident of ability to do even better than this noteworthy record shows.

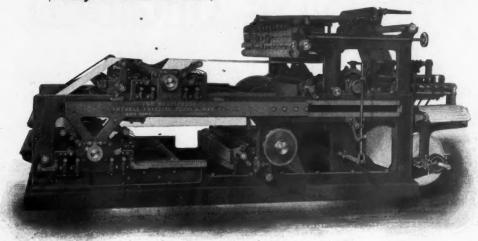
Employed by Murdoch, Kerr & Co., Pittsburg, Pa.





The "Multipress" vs. The "Duplex."

(Many Presses in one.)



Prints on a web from flat forms of type 4, 6 or 8 paged papers at from 5,000 to 6,000 per hour.

As interesting a row as I have seen in some time is now going on between the Campbell Printing Press Company, of New York, and the Duplex Printing Press Company, of Battle Creek, Mich. It is, as usual, over a question of patents, and both companies claim to have the best of it. As a matter of fact, the case is still undecided before Judge Swan, of Detroit, with the odds largely in favor of the Campbells. There have been four cases on the subject already decided in their favor. Now the Duplex people publish a 'Warning' in the Fourth Estate, and the Campbells add a little 'Beware' tag to their advertisement in Newspaperdom. I understand that the Duplex people have mortgaged all its assets to Charles Austin, so if users of their presses are prosecuted by the Campbells, they (the Duplex Company) cannot be held financially responsible. It would seem to be the part of wisdom for any intending purchaser of either press to demand an approved bond to protect themselves against infringement suits, whichever way Judge Swan's decision may go. I am having the matter looked into and shall have more to say on the subject in future issues.—Editor of Journalist, July, 1897.

The Multipress is the only press of the kind which can be purchased with absolute surety of title and with bonded indemnity against legal process.

We approve the *Journalist's* suggestion and will be pleased to furnish bonds of unquestioned security whenever desired. Let others do the same.

THE CAMPBELL COMPANY,

334 Dearborn Street, Chicago.

5 Madison Avenue, New York.

5 Bridewell Place, London, E. C.

THE CASE DECIDED.

A Sweeping Decision against the Campbell Printing Press Company in its Long-protracted Suit against the Duplex Printing Press Company for Infringement of Patents.

In the United States Court at Detroit, on December 13, Judge Swan handed down his decision in the above case, after a full hearing on the merits with all the evidence. This decision dismisses the Bill of Complaint of the Campbell Company and taxes them with the costs. It covers the whole matter at issue, and sweeps away every vestige of the boastful claims and loud assertions of the Campbell Company in the Trade Journals for years past.

We have made no reply to this flood of arrogant claims and extravagant and misleading statements, not caring to engage in a newspaper controversy with a party taking the course pursued by this concern, and knowing that, inevitably, each additional advertisement of this character published by it would but add weight to the boomerang which, in the end, was bound to return and hit the thrower with fatal force.

We knew the merits of the case; we knew the animus and the methods of the Campbell Company in their attack upon us, and we knew that in the outcome truth and justice would prevail. We were, therefore, inclined to allow the preposterous advertisements, and the silly threats of the Campbell Company against our customers, which this decision renders absolutely ridiculous, to pass unchallenged, and patiently to await the authoritative action of the Courts.

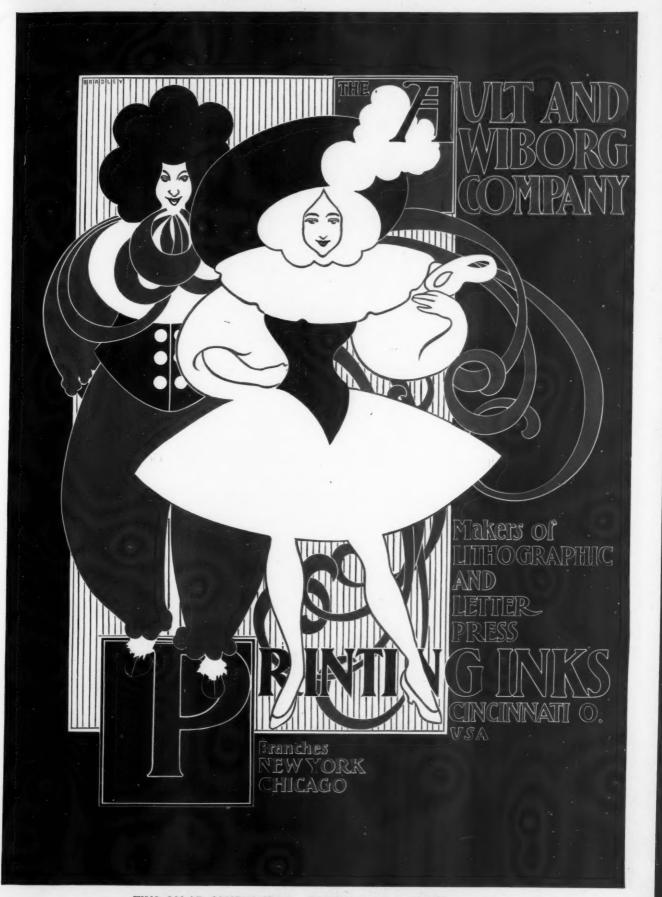
It is true there is an appeal from the decision of Judge Swan, but the merits and the history of the case are such that we have no fear of the result should an appeal be taken.

N. B.—Pursuing the same policy which led them to purchase the old Kidder patent as a means for frightening our customers, and thus crippling our trade, the Campbell Company have put upon the market a so-called "Multipress," which is a bold infringement of our patents. We hereby repeat our notice of this fact and that we shall hold the maker and users of this infringing machine responsible.

DUPLEX PRINTING PRESS COMPANY.

Battle Creek, Mich.

December 18, 1897.





CINCINNATI. NEW YORK. CHICAGO. ST. LOUIS.

Our Goods Carried in Stock and for Sale by:

Eugene Lyon,

123 N. Fourth St., Phila., Pa.

Wm. C. Jupp,

Detroit, Mich.

Kingsley Paper Co.,

Pittsburg, Pa.

W. A. Stowe,

Grand Rapids, Mich. Chas. A. Smith Co.,

Courier Co.,

Buffalo, N. Y.

Alling & Cory,

Rochester, N. Y.

Central Ohio Paper Co.,

Columbus, Ohio.

Heybach-Bush Co.,

Louisville, Ky.

Morgan & Hamilton Co.,

Nashville, Tenn.

F. W. Gardiner Co.,

Salt Lake, Utah.

Bryan Printing Co.,

Columbia, S. C.

State Journal Co.,

Lincoln, Neb.

Alling Paper Co.,

San Antonio, Tex.

Great Western Type Foundry,

Omaha, Neb.

Minnesota Type Foundry Co.,

St. Paul, Minn.

B. M. Wood,

Dayton, Ohio.

DISTRIUBUTING AGENTS FOR CANADA:

Toronto Type Foundry,

Toronto.

Montreal.

Winnipeg.

COES'

Established 1830.



"Micro-Ground" Knives

Will improve your output thirty per cent and



REDUCE Your Grinding Bill!

EXODICO TO



Three generations of experience in them. The fourth is ready to try.

L. COES & CO.

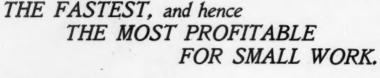
Worcester, Mass.

toring bole

Special Attention, **OUVENIR** and

NDUCEMENTS - if you mention this "ad."

THE PEARL PRESS



SIMPLE, easily understood and operated, not likely to get out of order, and costs very little for repairs.

ECONOMICAL, requires but little power to run,

and, the amount of the investment being considered, no other press with the same capacity can approach it as a profit earner from the start.

RAPID, mechanically constructed for a speed capacity in excess of that likely to be demanded.

SIZES:

No. I . . 5 x 8 inside chase.

No. 3 . . 7 x II " "

No. 5 . . 9 x I4 " "

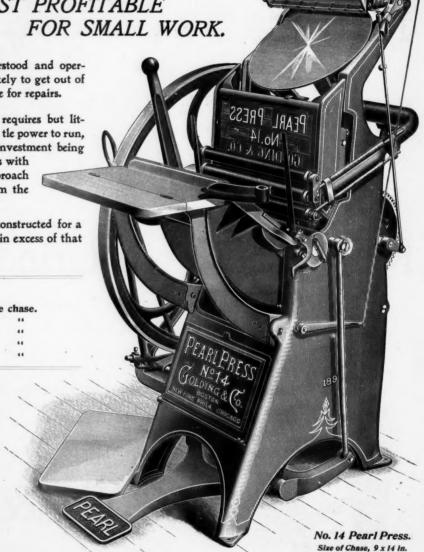
No. II . . 7 x II " "

No. 14 . . 9 x I4 " "

The Nos. 11 and 14 have three rollers, full length fountain, throw-off, and automatic belt shipper and quick-stop brake.

Cut shows the No. 14 Pearl Press complete, with counting attachment which registers the impressions—does not register when the impression is thrown off.

Illustrated and Descriptive Catalogue, with price list and discounts, mailed upon request.





GOLDING & CO.

Branch Salesrooms: New York, Philadelphia and Chicago. 177-199 Fort Hill Square, BOSTON, MASS.

GOLDING & CO'S HIGH-GRADE MACHINERY AND TOOLS

WE MANUFACTURE, UNDER ONE ROOF,

NEARLY EVERY ARTICLE THAT GOES INTO THE MAKE-UP OF A COMPLETE

PRINTING PLANT.



GOLDING TABLET PRESS.

Two sizes—No. 1, holding 2,000 sheets; No. 2, holding 5,000 sheets.



LITTLE GIANT RULE SHAPER. Absolutely necessary to complete rule-working equipment.

15

Available wherever accurate count is desirable. Can be attached to any machine or movable body. No delicate parts to wear or get out of order easily.

PEARL COUNTER GOLDING & CO.

0

THE



BOSTON CARD CUTTER. Three sizes - 8-inch, 12-inch and 24-inch.



Two sizes—pint and quart. Made of steel. The only safe can.



ALL-BRASS RIVETED GALLEY.

Cut shows corner construction and bottom fastening.



GOLDING PRESS PUNCH.

Can be locked in form and work printed and punched simultaneously.



PEARL LEAD CUTTER. Low-priced and useful.



GOLDING RULE CURVER.

Two sizes — No. 1, curves ¾ to 4 inches; No. 2, curves ¾ to 8 inches.

IMPROVED LITTLE GIANT LEAD AND RULE CUTTER. The only perfect lead and rule cutter.

OTHER UP-TO-DATE PRODUCTS:

STEEL ROLLER BEARERS. BODKINS. STEEL SCORING BULE. STEEL PERFORATING RULE. INK SLICES. STEEL CUTTING RULE. PLYMOUTH ROCK MAILER. COMPOSITION KETTLES. YANKEE JOB STICK. STANDARD NEWS STICK. ANNEX TYPE BOX.

TWEEZERS. INK MULLERS. HAND ROLLERS. SCREW QUOINS. POCKET RULE CASE. TYPE-HIGH GAUGE. LABEL HOLDERS.



NONPAREIL LEAD CUTTER. A powerful tool. Cuts three-point rule.



GOLDING UPRIGHT MITERER. Combines many points of superiority.

Branch Salesrooms: 28 ELM STREET, NEW YORK. 1004 ARCH ST., PHILADELPHIA. 78-80 JACKSON BLD., CHICAGO.

GOLDING & CO. Fort Hill Square, Boston, Mass.

WHEN you purchase lnks for fine halftones and illustrated work, buy those you can take on trust unseen until in use.



CUPID'S CONFIDANT.

THE QUEEN CITY PRINTING INK CO'S INKS are "right in it" as to working qualities, fineness, and all things that go to make a superior grade of goods.

HOME OFFICE, CINCINNATI, OHIO.

Branch—345 DEARBORN STREET, CHICAGO, ILL.

We respectfully solicit your orders.

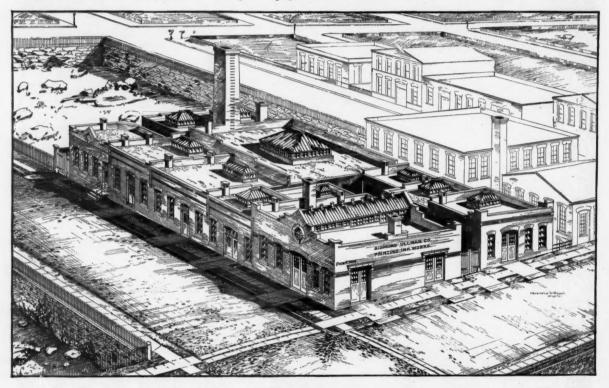


We are Ready == January, 1898.

We have the pleasure to announce that our new factories are now in running order and fully equipped to manufacture

Ullman's Inks.

Improved machinery, select materials, new methods and processes enable us to make considerable reductions in price without endangering the good reputation Ullman's Inks have always enjoyed.



By the terms of dissolution of late firm we retain the original formulas for all inks, varnishes and colors made by

Sigmund Ullman (1870-1892), Faenecke-Ullman Co. (1892-1897),

and are thus in a position to duplicate any inks you may have had from us during the past twenty-eight years.

We look forward with some degree of certainty to receive your valued orders, and will undertake to fill them at such prices and in such a manner as will make it easy for you to decide where your orders shall go thereafter.

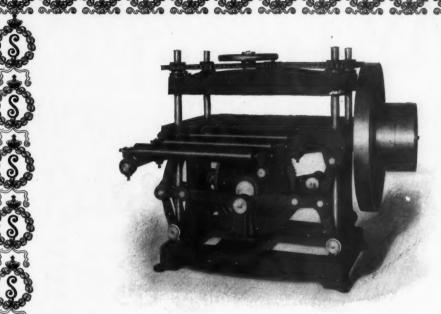
If you order by our former names, numbers or specimen books we shall fully understand what you desire.

We continue to carry a full line of Bronze Powders of our direct importation, on which the new tariff makes a great reduction in price, particularly on the better grades.

Very respectfully yours,

SIGMUND ULLMAN CO.

146th Street and Park Ave., NEW YORK.



PATENT APPLIED FOR



A NEW WAY OF FILLING AN OLD WANT. >>>>>

The SEYBOLD DIE PRESS embodies the three most powerful movements known.

The platen is pulled down uniformly at all four corners, so that there is neither bearing wear, kipping nor unevenness.

Users say it is a surprise all over. May we send you details?

THE SEYBOLD MACHINE CO.

DAYTON, OHIO, 53 and 55 Louie Street.

NEW YORK CITY.... 25 and 27 New Chambers Street.

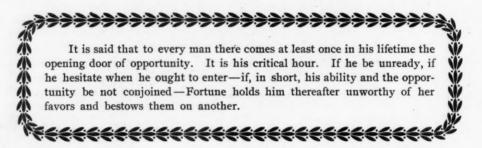
CHICAGO.

ST. LOUIS.

LONDON.

My Critical Hour!

At the Chamber of Commerce banquet held in New York on the evening of November 23, Secretary of the Treasury Lyman J. Gage made a speech, and I extract the following:



This fits my case exactly, as the opening door of opportunity came to me nearly four years ago, when I conceived the idea of selling Inks at a uniform price and demanding the cash with every order. My competitors treated my entrance into the business as a huge joke, and circulated all sorts of rumors about my responsibility, as well as berating the quality of my I withstood the battle bravely, as I knew that sooner or later the inks. honest printers of the country would awaken to the fact that they helped to pay for the dead beats who never paid. One by one the old-time ink houses lowered their prices to meet mine, and offered unlimited credit as an inducement to regain lost trade. I was crowned the man who revolutionized the ink trade, and how well I have succeeded is shown by my having received over forty thousand (40,000) orders since I started, and not an ounce of ink ever left my establishment until I had received the money. If my goods are not found as represented I buy them back and pay all freight charges. Send for my new catalogue.

Address PRINTERS INK JONSON,

8 Spruce Street, NEW YORK.

A Have you used!

JAENECKE BROS' & FR. SCHINEEMANN'S

Printing loks?

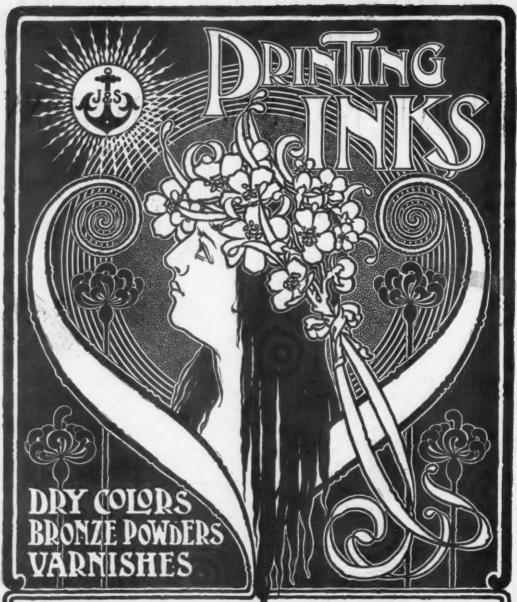


536-538 PEARLST. NEW YORK.

WORKS:

NEWARK, N.J.

HANOVER, GERMANY.



AENECKE BROSE TR. SCHNEEMANN

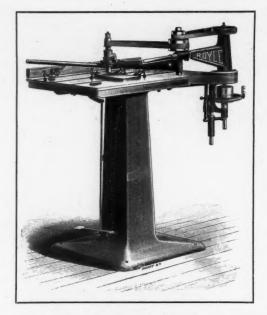
OFFICES: 536/38 PEARL STREET, MY.

NEWARK, N.J.

and HANOVER, GERMANY

Jeneral Engraving 6. General Engravers 193 (hamplain St. (leveland, Ohio.

Manufacturers and other Advertisers should correspond with us on Cuts for "Catchy" Ads. We get them up right smart, and it will pay you. Seneral Engraving Co.





A Very Moderate Sum....

will purchase one of our No. 2 Routers. There are few better investments for the electrotyper or engraver than one of these machines. They are not quite up to our Straight Line and Radial Arm Routers, but are first-class tools, nevertheless. There are a great many establishments in which it is desirable to have a good, reliable router, but where the volume of

work is not great enough to warrant the purchase of a high-priced machine. The No. 2 Router is exactly what is needed in such places.

LONDON AGENT:

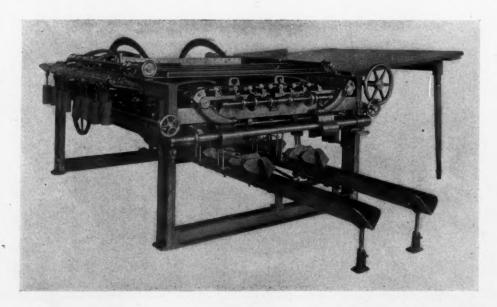
P. LAWRENCE, 63 Farringdon Road, E.C.

MONTREAL AGENT: C. J. ROBERTSON, 588 Craig Street.

JOHN ROYLE & SONS,

PATERSON, N. J., U. S. A.

New Quadruple Folding Machine.



Made by Brown Folding Machine Co. ERIE, PA.



Chicago Paper Company At Home

273, 275 and 277 Monroe Street Chicago

After January 1, 1898.



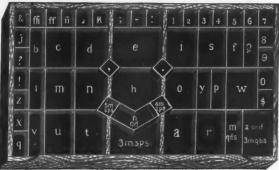
HEBER WELLS.

Successor to VANDERBURGH, WELLS & Co.

Manufacturer of WOOD TYPE...

Liberal Discounts.

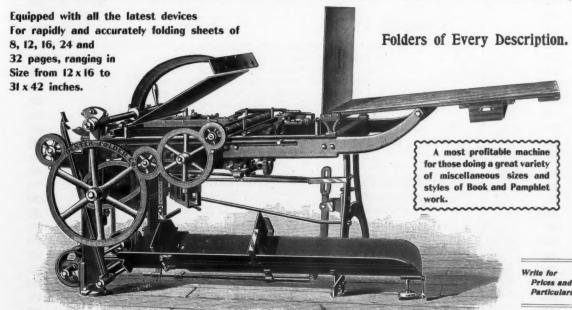
155 William Street, NEW YORK.



PERFECTION TYPE CASE.

PERFECTION TYPE CASE CO.,
Patentees and Sole Mfrs. Cincinnati, Ohio.

DEXTER JOBBING POINT-FEED BOOK FOLDER.



Branch Office: BOSTON-149 Congress St. FACTORY: Pearl River, N.Y.



DEXTER FOLDER CO.,

NEW YORK-97 Reade St.

CHICAGO - 315 Dearborn St.

.... MAKERS OF

Linen Ledger and Record Papers

FOR BLANK BOOKS, MERCHANT'S' AND BANKERS' LEDGERS, COUN'TY OR STATE RECORDS.

All-Linen Papers

FOR TYPEWRITING AND FINE CORRESPONDENCE.

Bond Papers

FOR POLICIES, DEEDS AND COMMERCIAL PURPOSES.

Fandmade Papers

WE ARE THE ONLY MAKERS OF HANDMADE PAPER IN THE UNITED STATES, AND THE INCREASING DEMAND FOR THESE PAPERS FOR DRAWING, WATER-COLOR PAINTING, CORRESPONDENCE, AND SPECIAL BOOK EDITIONS, GIVES AMPLE EVIDENCE OF THEIR POPULARITY.

Be sure to specify "Brown's" Paper when ordering your Blank Books.

Che Central Paper Co.

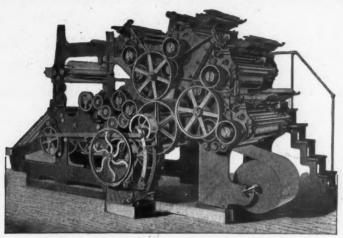
177-179 MONROE ST., CHICAGO,



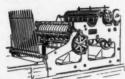
J. W. Butler Paper Co.

212-218 MONROE ST., CHICAGO, are Western Agents for the Linen Ledger and Record, the All-Linen and the Bond Papers.

SPECIAL * PRINTING * MACHINERY.



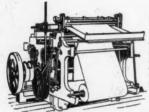
Meisel's new Rotary Perfecting Press, for fine Half-tone printing at 3,000 to 5,000 per hour; one color on each side, or from one to five colors on one side, and one or two on reverse side.



ROTARY WRAPPING PAPER PRESS

This outfit prints and delivers rewound and slit into rolls of any width, or into sheets, from rolls any width up to 48 inches.





BED AND PLATEN SELF FEEDING PRESS, No. 1

Prints any size form up to 26 x 36 inches; receives paper any width-up to 40 inches, and is adjustable to cut sheets by eighths of inches up to 36 inches long; can be built to order to print two colors any size of form up to 12 1-2 x 36 inches.



Prints a form any size up to 13 x 27 inches; takes paper any width up to 19 inches, and is adjustable by eighths of inches to cut sheets up to 30 inches long. By dividing fountain several colors can be cointed at a time.





DOUBLE QUARTO SELF FEEDING PRESS

The Double Quarto and Quarto are built on the same principle; also Double Quarto and Quarto printing on both sides. Attachments fitted to either for sitting, perforating, numbering, bronzing, etc..

PRINTING, CUTTING AND SCORING

Designed especially for Folding Paper Box Makers; will do the work automatically of four ordinary presses now in general use; built in several sizes.



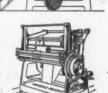


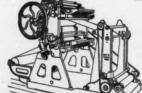
PONY CYLINDER PRESS

Simplest machine on the market, combining all the latest improved features, with fewest parts. Will do finest grade of printing, and ordinary work, at capacity of feeder. Always ready for any kind of a job.

ROLL SLITTING AND REWINDING MACHINE

For slitting and rewinding all grades of paper material, into rolls of varying width and diameter, from the thinness tissue to box board. Different kinds of machines to suit material and class of work.





SPECIAL ROTARY PRESS

Prints both sides of web and rewinds. Size, 30 x 30. Any size built to order. Attachment to cut printed web into sheets of fixed sizes may be added.

IMPROVED ROUTING MACHINE

Handiest combination machine for routing flat and curved electro and stereotype plates. Built to fit any diameter of printing press cylinder



If you are looking for Printing Machinery for some specialty, write to us.

THE KIDDER PRESS MANUFACTURING CO., 26-34 Norfolk Ave., BOSTON, MASS.

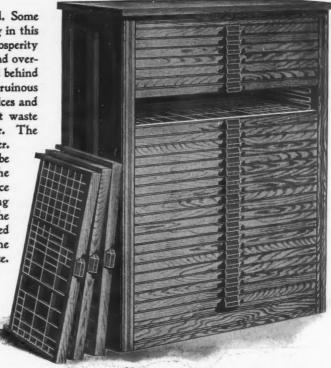
Mr. C. J. ROBERTSON, 12 Philips Square, Montreal, has the sole right to solicit orders for us in Canada.



ARE YOU CROWDED?

HERE are various ways of being crowded. Some are crowded with orders. If you belong in this happy class, don't allow your present prosperity to make you indifferent to improvements, and overconfident, until you find yourself outclassed and behind in the race. Some are crowded by seemingly ruinous competition. Many bewail the present low prices and say there is no money in the business. Don't waste your efforts thus. Prices will never be higher. The tendency is downward. They will go lower. What may be ruinous competition to one may be the upbuilding of another. Why? Because the one is up to date in his methods - has his office fitted with the latest and best labor-saving material on the market. He progresses with the times and is a part thereof. Others are crowded for room. This is a serious handicap to the modern office. Give the workmen floor space. By using our modern steel-run cabinets you can relieve the congested condition of your

can relieve the congested condition of your office or gain room for an enlargement of your business. As an example of this class of furniture we submit the No. 15 Wisconsin Steel-Run Cabinet shown herewith. It contains thirty cases and is only fifty-three inches high. It occupies no more floor space than the ordinary eighteen or twenty case



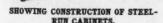
No. 15 WISCONSIN STEEL-RUN CABINET. FLAT TOP.

is only ten inches higher; yet the gain in case room is sixty-five per cent over the eighteen-case cabinet and fifty per cent over the twenty-case cabinet. It occupies but one-half the floor space taken by an ordinary stand, and the gain in case room is one hundred and fifty per cent. Do you pay rent? If you do, this must be a matter of vital importance to you. The same deductions can be drawn from the fifty and sixty case single-tier cabinets. A sixty-case cabinet in single tier occupies the same floor space as a twenty-case cabinet, and the gain in case room is two hundred per cent. These are facts which go to show what constitutes the modern printing office.

All our cabinets are fitted with our patented "New Departure" case. Steel-run cabinets filled with "New Departure" cases produce a combination hard to beat. Our goods can be purchased of us direct or through your nearest dealer. Specify our goods when ordering and look for our stamp. We stamp every article we make. It is a guaranty of excellence.

THE HAMILTON MFG. CO.

TWO RIVERS, WIS.





LARGEST MANUFACTURERS OF WOOD TYPE IN THE WORLD.....







We do not make type— Copper-face it only. 5,000 lbs. per week. 1,000 lbs. per day. Sorts in three hours.

The durability of type is doubled.

is doubled.

Corrections are more readily made.

The type gives a sharper impression.

Forms wash cleaner.

The copper is a relief to the eye.

TYPE

WHEN BUYING TYPE HAVE IT COPPER - FACED AND DOUBLE ITS LIFE

NDISPENSABLE in connection with Typesetting Machines.....20,000 lbs. copper-faced in past six months for machine use.

In estimating cost, deduct spaces and quads (20 per cent weight of font).

Se.

ESTABLISHED 1851.

NEWTON COPPER-FACED TYPE CO.

C. J. ORCHARD, Secretary.

14 Frankfort Street, NEW YORK.

Just Out...

THE CRAMER CONTRAST PLATES.

Made specially for Photo-Mechanical Work, Line Drawings, and all work where the greatest Contrast is desirable.

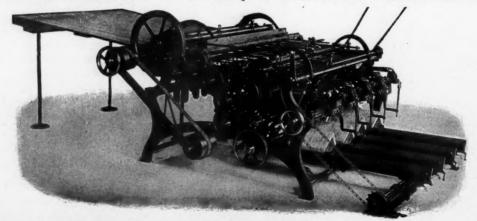
Try them, and convince yourself that they are just the thing for Process Workers.

Full descriptive Catalogue sent free to any address on application. Manufactured by

G. Cramer Dry Plate Works, ST. LOUIS, MO.

NEW YORK OFFICE, 265 Greene Street.

THE CHAMBERS PAPER FOLDING MACHINERY.



Quadruple Sixteen = Page Folding Machine....



This Self-Registering Folder will receive a sheet containing sixty-four pages, which it cuts apart, folds, and delivers in four separate signatures of sixteen pages each. It may be fed by hand or by an automatic feeding machine. Under favorable circumstances it has turned out over 100,000 signatures per day.

Manufactured by CHAMBERS BROTHERS COMPANY,

E. C. FULLER & CO., Agents,
NEW YORK and CHICAGO.

Fifty-Second St., below Lancaster Avenue, PHILADELPHIA, PA.











EXPRESSIONS.

From photographs by E. C. Pratt, Batavia, Ill.

- 1. CONFIDENTIAL.
- 2. ATTENTION.
- 3. JUDICIAL.
- 4. FORENSIC.
- 5. REFUSAL.
- 6. WARNING.
- 7. DECISION.
- 8. DETERMINATION.













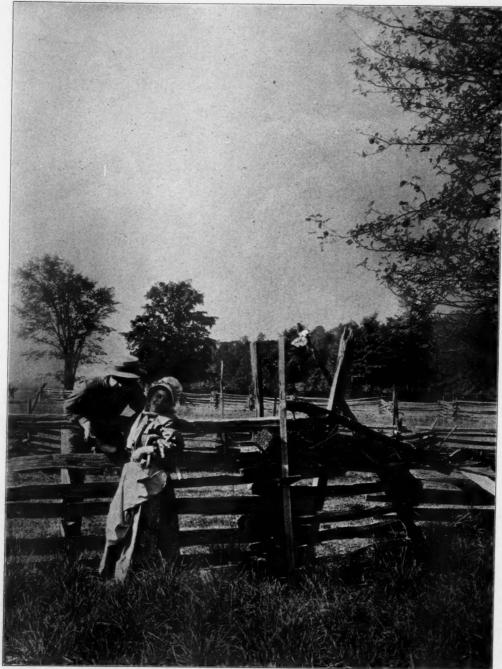


Photo by R. P. Cattrall.

THE SUNNY SIDE OF LIFE.